

from Moscow
ibles in the
Aid fund

did not make clear
done so by satellite
An edited version
concert, which was
shown during the
festival.
Last week Dr
Gromyko, the
Soviet President
the Africa Institute
He claimed Western
given with political
attached whereas
co-
and
s on
been
scrib-
mass
for
es by
third
and
the
have
for
give
had
even
sians
vited
the
re at
the
was
men
£50
Aid
have
from
article
the
south
is a
ized
and
id it
fence
clear
that
only
ever
It
group
squad
an
har
Richard O

Richard O

High bids

High bids

High bids

الجمهورية العربية السورية

THE TIMES

WEDNESDAY JULY 24 1985

23p

No 62,193

THE TIMES
1785-1985
Tomorrow
In the chair
Times Profile of
the Speaker,
Bernard Weatherill
Backing star wars
Hard sell for the
new hi-tech
front line
Life in pictures
James Fenton reviews
the biography of
Cecil Beaton
Fast lane
Bowler Syd
Lawrence plays for
his England place

Portfolio
There were two winners
in yesterday's Times
Portfolio competition.
Mrs Barbara
Doyle of Dronwich, Wores, and
Mr Peter Horner of Bury,
Lancs, each received £1,000.
Portfolio list, page 28 how to
play, information service, back
page
On Saturday, £22,000 can be
won - £20,000 in the weekly
competition and £2,000 in the
daily

**Sidon hit
by Israeli
warships**
Four Israeli warships yesterday
shelled the southern Lebanese
port of Sidon, setting a Hindu-
n-registered cargo ship on fire
and attacking the positions of
Muslim militiamen. Mean-
while, Israel was expected today
to release 100 of the 450
Lebanese detainees it is holding,
Israel radio said.

£1.4147 pound
Sterling rose 2.55 cents to
\$1.4147, bringing fresh hopes of
a further reduction in base rates
and pushing the sterling index
up to 84.2 Page 17

Wine check-up
All leading importers of Aus-
trian wine are to have their
listed wines officially analysed
in the wake of the "toxic
doctoring" scandal Page 7

Gas profits fall
British Gas made profits of
£651 million last year, down
£200 million largely as a result
of the strong dollar and
fluctuations in oil prices Page 17

Selling Russia
A new Moscow propaganda
offensive, led by a revamped
Kremlin team is reported to
have been launched by Mr
Mikhail Gorbachev Page 7

Docks go-ahead
The Government is going ahead
with the introduction of private
management into the royal
dockyards at Devonport and
Rosyth, in spite of strong
criticisms of the plan Page 2

Fruit of victory
The 60-foot trimaran, Apricot,
won the two-man Round
Britain and Ireland yacht race,
arriving back in Plymouth last
night after a 17-day voyage.
Page 23

THE TIMES
FOCUS
As the Post Office celebrates its
350th anniversary, a 10-page
Special Bicentenary Report
looks at the nation's postal
services past and present
Pages 33-42

Leader page 13
Letters: On the NHS, from Dr
B Thwaites; Final Act, from Mr
J Luxmoore; wild flowers, from
Mr W H Darling
Leading articles: Reporting
terrorism: Nepal
Features, pages 10-12
Britain gives US early warning
over radar development;
Doubts about democracy mar
Greek celebrations; the Geldof
approach to famine relief;
Spectrum: Mandela interview;
Suburbia to the Amazon; Mrs
Jons' diary
Obituary, page 14
Sir Hugh Wilson, J H Wardle
Classified, pages 24-30
Le crème de la crème, property

Home News	2-4	Law Report	8
Overseas	5-8	Parliament	4
Arts	22	Property	28, 29
Archaeology	14	Sale Room	14
Arts	15	Science	23-24
Business	17-22	Sport	31-32
Court	14	TV & Radio	31
Country	10, 32	Theatres, etc	31
Diary	12	Universities	14
Exam results	22	Weather	32

Thatcher attacks Labour 'humbug' on top pay report

By Philip Webster, Political Reporter

The Prime Minister yesterday launched a fierce attack on opposition leaders in the dispute over top people's pay, comparing their attitudes to the review body report published last week with that in 1978 when they were in government. Chaired on noisily in the Commons by her backbenchers, Mrs Thatcher accused Mr Roy Hattersley, Labour's deputy leader, of cant and humbug and pointed out that while the report would lead to average increases of 12.2 per cent in the 1978 report, which he accepted, led to an increase of 35 per cent. She was even more hostile towards Dr David Owen, the Social Democratic Party leader who served as Foreign Secretary in the same Labour government. To ironic jesters from Labour and Conservative MPs, Dr Owen had said that the 1978 report had contributed to the sense of unfairness which led to the winter of discontent. "The trouble with the Prime Minister is that she cannot learn from anything that has ever been done by anyone else," he said. Mrs Thatcher turned on Dr Owen and said "He fully supported this when he was Foreign Secretary in order to stay as Foreign Secretary and he now contemptuously disowns it when in opposition. He deserves to be treated with utter contempt." Mr Hattersley, the whole of his party, Dr Owen and Mr David Steel, the Liberal leader, when he was engaged in the Lib-Lab pact, had backed the increase in 1978, she said. "They supported them because they were reasonable salaries for people in view of the onerous duties they had to carry out. They were necessary both to retain and recruit and motivate these people."



12.2% for non-Whitehall chiefs

By David Walker, Social Policy Correspondent

The Government's decision to pay substantial pay rises to leading Civil Servants, generals and judges will have immediate knock-on effects for the salaries of several hundred non-Whitehall administrators ranging from the director of the Tate Gallery to the Ombudsman. Beneficiaries of the increases, which will average 12.2 per cent, include the director-general of the Forestry Commission, the head of the Equal Opportunities Commission, librarians, scientists and the chairman of the Sports Council. In the next few months, groups of senior public sector officials who have established an informal link with civil service rates will probably be given substantial rises. Those include the chief executives of the New Town corporations, and the chairman and chief executives of the water authorities. Local authority executives who compare themselves with Whitehall will press for more. Representatives of council chief officers are certain on Friday to reject their employers' offer of a 5 per cent increase for 1985-86, on the ground that the Top Salaries Review Body award should now be taken into account. However the controller of the quango entrusted with monitoring the control spending, the Audit Commission, has written to the Government refusing to accept extra money. Mr John Banham, additions to whose £60,000 salary are linked to increments paid a civil service permanent secretary, told Mr Patrick Jenkin Secretary of State for the Environment, that extra money at this time was inappropriate. Most quangos pay their officials on scales derived from the Civil Service but many are too small to have executives on the equivalent of the three grades reviewed by the top salaries body. These were: Grade 1: Permanent Secretary; Grade 2: Deputy Secretary; Grade 3: Vicer Secretary. The Equal Opportunities Commission has three people on those grades: its chairman, deputy chairman, and chief executive, and likewise the Arts Council. The United Kingdom Atomic Energy Authority, with a staff of 14,000, has 80 people who will benefit from last week's increase. A spokesman said yesterday that the exact amount of the award had not yet been worked out. Staff at the House of Commons and the Lords will gain. The Sergeant at Arms, the House of Commons Librarian, the Clerk and nine other officials are in top grades and their pay will be adjusted automatically. The Clerk is equivalent to a permanent secretary, whose pay will rise to around £60,000 from its present £45,000 level. The director of the Geological Museum is on Whitehall grade three - and so will receive a rise from £29,500 to £33,000. However, the director of the National Maritime Museum, who she took and will not. The chief executive of the British Library is grade two and his pay will rise from £36,500 to over £40,000. At the latest count the Government runs about £700 quangos of which less than a hundred have any significant staff numbers.

Motorway tragedy was an 'act of God'

No warning could have saved nine people killed in one of Britain's worst motorway pile-ups, a coroner said at an inquest at Reigate, Surrey. Their deaths - in a blazing inferno on the M25 last December - were an "act of God" - caused by a totally unexpected and localized dense patch of fog, he said. They could have done nothing to have saved themselves. One man braked as he ran into the fog, and then in just seven dreadful minutes a total of 26 cars and lorries crashed into each other bursting into flames and careering across all three lanes of the westbound carriageway. In all there were 42 separate collisions along a 40-yard stretch on the Kent-Surrey border, the inquest was told. For the first car, hitting the fog was almost like "being struck by lightning," the Surrey coroner Mr George McEwan, said. "And as there is no such verdict as an act of God I therefore record that the deaths were accidental," he said. "I can say there is no system of warning that can deal with a situation like this other than common sense and some degree of luck." None of the drivers involved is to be prosecuted although the officer in charge of the investigation, Supt Nicholas Brent, said some were "not blameless". While dismissing suggestions that police should have switched on hazard warning lights, the coroner suggested that bigger lights - as used on the M25 nearby - could "be of some help" in the future. Inquest report, page 3

Christmas greetings to cost less

Card-senders are to receive a £10 million Christmas present from the Post Office, which is cutting the price of a second class stamp by 1p to 12p. The reduction, which will take effect on November 4, is to mark the 350th anniversary of the Post Office. Users of first-class stamps are also to benefit next month six million books of 10 1p stamps commemorating the anniversary will go on sale for the price of nine. This will cost the Post Office an £1 million. The second-class discount will cost about £20 million between November and the end of the campaign in March next year. About half of the cost is to be borne over the Christmas, however, when a billion items of mail are posted, most of them Christmas cards sent second class.

Lloyd's accepts paintings as membership assets

By Alison Eadie and Geraldine Norman
Hard-pressed British state home owners, with impressive but expensive-to-maintain fine art collections, are being offered a way of making money from their treasures without selling them off. A scheme devised by Sotheby's, the world's largest fine art auctioneers, and Hogg Robinson, a leading Lloyd's broker, with participation from Sun Alliance Insurance Group and Barclays Bank allows works of art to be used as a basis for writing insurance business or being a "name" at Lloyd's. The names, who pledge their entire wealth as sleeping partners in the insurance

treated as a qualifying asset at Lloyd's, but it has one key difference from art. Works of art have no title deeds. Unless the lender takes possession of an art work, he cannot escape the danger that its owner has borrowed on it from several sources simultaneously. This problem has been solved in the Sotheby's scheme by Sun Alliance. Sotheby's values guarantee the value of the art treasure, and Sun Alliance indemnifies Barclays Bank against ownership challenges. Barclays in turn provides the necessary guarantee of wealth to Lloyd's. The guarantee will only be for 35 per cent of Sotheby's conservative valuation, allow-



Edinburgh entourage: Zola Budd arrives for last night's meeting flanked by her South African escorts

Bailed prince flies out

By Richard Evans Lobby Reporter

The wealthy Saudi prince who faces a serious drugs conspiracy charge is believed to have left Britain only hours after being granted £150,000 bail. It was revealed last night. Prince Mashour Bin Saud Abdul Aziz, nephew of the King of Saudi Arabia, left Heathrow airport on Monday night using a duplicate passport, according to a senior government source. Mr David Mellor, the Home Office minister leading the Government's crackdown against hard drugs, is said to have "bit the roof" yesterday when he was told of the prince's departure. Lord Hailsham of St Marylebone, the Lord Chancellor, faces critical questions from ministerial colleagues and MPs as to why the prince was granted bail by Judge Harris in the High Court on Monday, in spite of the strongest police objections. Prince Mashour, aged 31, was arrested by detectives at his home in Cheval Place, South Kensington, on July 11 and was remanded in custody by magistrates two days later. But in a 15 minute appeal before Judge Harris on Monday he successfully gained bail, with his brother, Prince Walid, providing a £100,000 surety and a family friend, Mr Adnan Almandeer, providing £50,000. He was ordered to live at his brother's home in Lowndes Place, Knightsbridge. After reporting to Rochester Row police station on Monday Continued on back page, col 1

Lawson to face JMB lawsuit

By Anthony Bevins and Robin Young

Mr Nigel Lawson, Chancellor of the Exchequer, is to be sued for defamation by Arthur Young, McClelland, Moores, auditors to Johnson Matthey Bankers at the time of the bank's £248 million collapse last September. The Chancellor told the Commons on June 20 that Arthur Young were to be sued by the new board of JMB because of questions raised "about the role of the auditors" in the collapse. The Bank of England said at the time: "The claim is likely to be substantial. Because of this proposed litigation, neither JMB nor the Bank is able to comment further on aspects of JMB's affairs which may have a bearing on the claim." The Bank yesterday announced that JMB had issued a writ against Arthur Young. But Mr Andrew Darnell, an Arthur Young partner, said yesterday that the partnership had issued instructions for a libel writ to be issued against the Chancellor for remarks he had made on radio and television interviews on June 20. He said that the Chancellor's broadcast remarks had gone "much further" than his remarks in the House and his statement added: "This matter has been raised with the Chancellor by letter, but no response has been received. The firm contends that such statements seriously compromise Arthur Young's position in any relevant proceedings." There was no Whitehall comment on the pending action last night, but Opposition sources were clearly delighted by the prospect of "yet another banana skin for the Government."

Howe tells firms to help end apartheid

By Henry Stanhope, Diplomatic Correspondent

Sir Geoffrey Howe yesterday urged British companies in South Africa to play a bigger role by condemning repression and working for peaceful changes. The Foreign Secretary demanded an early end to the state of emergency as one of a series of "bold steps" by Pretoria to enable a dialogue to begin with elected leaders of the black community. Other suggestions included: the unconditional release of Mr Nelson Mandela and imprisoned black leaders; an end to forced removals; an end to detention without trial; the progressive abolition of discriminatory legislation like the pass laws; and a commitment to some form of common citizenship. But Sir Geoffrey, in an important speech to the Royal Commonwealth Society, said Britain remained firmly opposed to economic sanctions. The fundamental reforms needed had still not been taken in hand, he said, underlining the Government's abhorrence of apartheid and condemning recent incursions by "this regional superpower" against its weaker black African neighbours. The changes which had taken place had been accompanied by "repression in its ugliest form". Grassroot targets 7
Apartheid blasphemy 7
Mandela profile 10

Zola Budd runs into another row

By Our Sports Staff

There was another major row in British athletics last night when Edinburgh District Council flew an anti-apartheid banner across the Glasgow stadium to protest the presence of Zola Budd at next year's Commonwealth Games venue. The banner was removed before the meeting, but independent television were still refusing to transmit the meeting on the grounds that two other banners transgressed their code which prohibits "political advertising." Edinburgh District Council, Independent Television and the meeting organisers, the Scottish AAA, were still discussing the transmission half way through the event. Miss Budd, the world cross-country champion, had arrived in Edinburgh accompanied by two South African officials, Janie Mombert, and Graham Bonaizer. Commonwealth hurdle - Page 22

Tutu threatens to leave if killings continue

From Michael Hornsby, Johannesburg

A total of 441 people have been detained without trial and about 60 arrested on criminal charges since a state of emergency was declared in 36 magisterial districts in South Africa at midnight last Saturday, police headquarters in Pretoria announced yesterday. At least eight people have been killed over the same period in black townships in different parts of the country in continuing, but reduced, violence. Meanwhile, Bishop Desmond Tutu, the Anglican Bishop of Johannesburg and an outspoken opponent of the Government, yesterday declared that he would leave the country if brutal killings of blacks by fellow blacks continued. Speaking to a hushed crowd of 30,000 mourners at a funeral for unrest victims in the KwaMashu township, which passed without incident, Bishop Tutu recalled the horrific killing last Saturday of a young black woman suspected of being a police informer who was stoned, kicked and beaten to death and then set alight. "If you do it again, I will find it difficult to speak up for liberation," Bishop Tutu said. "If you do it again, I am going to collect my family and leave the country." The Archbishop of Canterbury, Dr Runcie, was represented at the funeral by the Bishop of Litchfield, the Rt Rev Keith Sutton, who said he had come to show solidarity with Bishop Tutu and his suffragan bishop, the Rt Rev Simon Nkomo, whose house was recently attacked by men in balaclava helmets widely believed to be police agents. Transkei curfew: Transkei, a nominally independent tribal homeland for blacks set up by Pretoria in the Eastern Cape, has imposed an indefinite 10 pm to 5 am curfew



Heseltine sets deadline for private control at the royal dockyards

By Rodney Cowton, Defence Correspondent

The Government is to go ahead with its plan to introduce private management into the royal dockyards at Devonport and Rosyth, in spite of strong reservations expressed by two Houses of Commons committees and opposition by the trade unions and local authorities.

Mr Michael Heseltine, Secretary of State for Defence in a statement in the Commons yesterday, said legislation was being introduced with the intention to bring commercial management before April 1987.

He intended to seek competitive tenders from "competent British companies to manage the dockyards". Interest has been shown by companies and consortia including Babcock and Wilcox, Balfour Beatty, Costain, Plessey, S.T.C., Trafalgar House and Westgroup.

In a consultative document published in April, the Ministry of Defence put forward several options for reorganization in management of the dockyards, which carry out most of the Royal Navy's refits and maintenance work, and employ 20,000 people.

The Government made clear its preferred option was to retain ownership of the physical facilities but to lease them to commercial management, with

the workers ceasing to be Civil Servants.

Confirming that preference yesterday, Mr Heseltine said the scheme provided the right balance of opportunity for the dockyards and economy for the taxpayers. He emphasized that the introduction of commercial management was also the solution preferred by the Navy.

Only the most marginal changes seem likely to emerge from the three-month period of consultation which has been carried out on Mr Heseltine's proposals. One is that industry is believed to be pressing for longer contracts than the five year term that appeared to be originally envisaged, and that there may be a technical change in the way in which the transfers of the workforce from the public sector is accomplished.

The cost of setting up the new arrangements is put at £60 million, but this excludes the cost of funding the transfer of accumulated pension rights from a public to a private scheme.

As an interim measure to improve productivity before commercial management is introduced, the ministry is seeking to reduce the number of employees at Devonport by 2,000, and at Rosyth by 400.

Mr Heseltine acknowledged that this would cause difficulties, particularly at Devonport, and announced that he had set up a committee under the chairmanship of Mr John Lee, Under-Secretary of State for Defence Procurement, to seek to generate alternative employment in Devonport.

Recent reports by the Commons defence committee and the public accounts committee have questioned the validity, and the lack of adequate figures to support government estimates, that it could in the long run achieve savings of up to £33 million through introducing commercial management.

Final voyage

HMS Forth, the last Royal Navy ship to have served in the Second World War, embarked on her final journey yesterday from Devonport Dockyard to a scrapyard at Rochester, Kent. The 9,000 ton submarine depot ship built at a cost of £2 million was launched by Lady Rosenberry in 1938 in the Forth. Renamed HMS Defiance in 1972, she remained in Devonport, supporting nuclear submarines and Leander-class frigates until being taken out of commission in 1978.

Parliament, page 4

Tourists flee as dollar slides



American tourists are drifting away from London as the dollar continues to fall.

Margaret and Colin Locke, sightseeing around London on a break from their San Antonio ranch in Texas, were not happy about the dollar slide yesterday after arranging for \$1,000 to be sent from America to London.

Knowing that their money was worth 10 per cent less than in January, Mrs Locke said that she would not be spending as much money in London. She said: "We certainly didn't expect to lose money like this. I knew the dollar was going down before we left the States a week ago. If it continues to slide we'll be moving on."

More than two million American tourists will visit Britain on a daily budget of £40 to £45 including accommodation. London swallows up most of that budget, forcing many Americans to spend a shorter holiday in the capital.

For Mark Beach and David Moss, tourists from Los Angeles, yesterday's further dollar fall was bad news for their plans for a camping holiday in England. Mr Beach, a racing car engineer, said he had lost up to 2 per cent when he changed \$240 into sterling yesterday.

"I took a dive, any dollar dip is going to seriously affect our two-week camping holiday. So we're heading for the north-east coast as fast as we can," he said.

The pound showed a big surge against the dollar on the foreign exchange markets in London yesterday morning, rising almost three cents.

It climbed from its overnight level of \$1.3892 to \$1.4180, passing \$1.42 at one stage. The



Colin and Margaret Locke (top) from Texas, and Mark Beach and David Moss, from Los Angeles, on holiday in London yesterday. (Photographs: Jonathan Player)

The British Tourist Authority said that most of the two million American tourists coming to Britain this year would be on package holidays, which were the cheapest arrangement for them.

Pound's rise, page 17
Exchange rates, back page

Heseltine attacked on moves to aid Star Wars

By Rodney Cowton, Defence Correspondent

Mr Michael Heseltine, Secretary of State for Defence, returning yesterday from meetings in Washington to clarify the basis of possible British involvement in the American Star Wars research programme ran into criticism from the Labour Party.

Mr Denis Davies, Labour spokesman on defence, said that Britain would be further robbed of her independence in defence and foreign policy by joining the Star Wars project.

Mr Davies said Star Wars would lead to another arms race, this time in the heavens. The profound moral and military dilemmas created by nuclear weapons could be solved only by political action and not by a technological fix.

In Washington, Mr Heseltine had said Britain had a "profound contribution" to make to the research programme, but the Strategic Defence Initiative partnership would have to reflect the substantial contributions which British firms had already made in the field.

Mr Heseltine said he was seeking a partnership, and did not see Europe only as a subcontractor. He emphasized that there would have to be a pooling of information, and the process of exchange was under discussion. He denied there were any particularly sensitive matters concerning the exchange of technology.

The United States embassy in London has been in touch with British university departments which may be able to contribute to the Strategic Defence Initiative (Our Science Editor writes).

The Americans are interested in research into non-linear optics, volume holography and intelligent computer systems. The first of these applies to the development of special mirrors, which would be needed on space platforms.

Different methods are needed to deflect X-ray and particle beams thousands of miles from one side of the earth to the other.

There is special expertise in Britain in non-linear optics into which the process of manipulating high energy beams falls. But it is in the realm of knowledge-based computing systems that British scientists have made great strides, devising machines capable of making simple decisions.

Brittan irate at stalling of deal on police pay

By Peter Evans, Home Affairs Correspondent

Police pay talks broke down yesterday when local authority representatives said they could not agree to a 7.5 per cent rise for 140,000 rank and file officers without a government reassurance on grant aid to pay for it.

Mr Leon Brittan, Home Secretary, accused Labour and Alliance councillors on the police negotiating board of "a cynical piece of political opportunism".

Police leaders were angry last night. Mr Peter Tanner, secretary of the Police Federation of England and Wales, said: "It is obvious that the police are being used as pawns in a political battle over rate-capping. We do not believe that the official side (local authority representatives) is meeting its responsibilities under the law and we will ask for immediate action from the Home Secretary."

A 24-year-old constable with four years' service gets £3,928 a year at present. A chief inspector for four years in the rank receives £15,513 in the provinces and £16,176 in London. In addition London officers receive pensionable London weighting of £801 and a non-pensionable London allowance of £1,011 a year.

All police officers receive either free accommodation or a rent allowance in lieu.

All sides on the police negotiating board appear to agree that 7.5 per cent is a fair rise for officers up to and including chief inspectors.

But the representatives from the Association of Metropolitan Authorities and the Association of County Councils say they will not honour it, until the Government promises sufficient rate support grant for 1986-87.

Mr Brittan said: "This is a transparent political manoeuvre to delay a settlement on police pay. There is no dispute about the appropriate amount."

The Government has given them (local authority representatives) assurances about cash in the current year, as it has done in all recent years. What I obviously cannot give them are open-ended assurances for future years, before the rate support grant for 1986-87 has even been settled. But they know perfectly well that in each of the last four years, in practice, the effects of the police pay settlements were fully reflected in the rate support grant for the following year.

Teachers' hard line ends peace hopes

By Lucy Hodges, Education Correspondent

The teachers' pay dispute looked further than ever from a solution yesterday after the National Union of Teachers used its dominant position on the teachers' side of the Burnham committee to push through what was seen as a hardline resolution setting a pre-condition for new talks.

All the other teachers' unions either voted against or abstained on the motion which said the teachers' panel was willing to meet again but only if the employers "significantly" improved on their offer of 6.06 per cent. The voting was 16 to 1 with 14 abstentions.

The decision represents a deep division over tactics in the dispute, notably between the NUT and the National Association of Schoolmasters/Union of Women Teachers, the second biggest union, supported by the National Association of Head Teachers.

Mr Fred Smithies, general secretary of the NAS/UWT,

said after the three-and-a-half hours of talks: "My members are now going to be trapped into a continuation of industrial action in schools which literally has no end. It becomes conceivable that we shall still be fighting the 1985 claim in 1986."

"The outcome of that, after three years, is that teachers would continue to be paid at 1984 rates when knowing perfectly well that something substantially to their advantage could be secured as an interim settlement."

Sir Keith Joseph, Secretary of State for Education and Science has dropped the idea of merit pay for teachers.

He told the select committee on education yesterday: "I have come to realize, under the influence of my advisers and such bodies as the NUT, that the value of appraisal is far more in connection with promotion prospects, career development and in-service training and only indirectly with pay."

Move on caning dropped

By Our Political Reporter

Ministers will again consider the abolition of corporal punishment in schools after the confirmation yesterday that the Government is not proceeding with its Bill giving parents the right to exempt their children from caning.

The Bill, designed to comply with a ruling by the European Court of Human Rights, was effectively defeated in the Lords earlier this month.

Sir Keith Joseph, Secretary of State for Education and Science, told the Commons that the Government would consider the appropriate course of action for the next session.

Mr Tom Scott, education secretary of STOPP, the anti-caning group, said yesterday that Sir Keith's announcement was another delaying tactic.

Parliament, page 4

Crime check on child helpers

By Lucy Hodges, Education Correspondent

The criminal records of people seeking work with children are to be made available to employers by the end of the year, after a report to the Home Secretary published yesterday.

The non-statutory scheme will apply to staff and volunteers applying to local authorities and the Department of Health and Social Security and will enable employers to check criminal records with the central police computer.

It will also cover members of households who are not subject to checks and people employed by an organization who foster to work with children.

Before applying for a job, candidates will be asked to give details of any offences and will be required to agree in writing to the checks being made.

The report also proposes extending the scheme into the more complex area of voluntary organizations, and a second review covering this aspect is planned for the end of the year.

It is not considered practical to run checks on all those in employment at present although this could be a possibility at a later date.

'Swan Lake' is hit by strike

The Royal Ballet lost its performance of *Swan Lake* last night but expects to complete the rest of its season even if a stagelands' strike continues.

Talks to resolve the strike were adjourned yesterday for a stagehands' meeting today, but a company spokesman said that whatever happened the season, due to end a week on Saturday, would be completed, although one work, *Arli Capricci*, might be replaced.

Leeds gets new RC bishop

The new Roman Catholic Bishop of Leeds is to be the Right Rev David Konstant, an auxiliary bishop to the Archbishop of Westminster, Cardinal Basil Hume, it was announced yesterday.

He will succeed the Right Rev Gordon Wheeler, who took up the position in 1966. Mr Konstant, aged 55, has a mathematics degree from Cambridge and has written several books on Christian education and on liturgy.

Sinclair chief

Mr Bill Jeffrey, head of the television and communications division of Sinclair Research, has been appointed chief executive of the computer company, recently sold to the publisher, Mr Robert Maxwell.

AUEW faces galvanized opposition Ballot money inquiry starts

By Barrie Clement, Labour Reporter

The general council of the TUC will today initiate a crucial disciplinary inquiry into the actions of the Amalgamated Union of Engineering Workers which has defied policy by accepting government money for ballots.

The process is laborious and time-consuming, but an increasing number of activists at the top of the movement believe it will be completed before the end of congress in September and that a final decision on the expulsion of the union will be ready by delegates at the conference.

Recent reports that the engineers, together with the electricians, who have applied for cash but not received it, could be identified with an "alternative TUC" if they were expelled, has galvanized opinion against them.

A statement issued by the executive of the AUEW yesterday dismissing itself from such moves, may not be sufficient to lower the temperature.

And antagonism will be further enhanced tomorrow if the Electrical, Electronic, Telecommunication and Plumbing Union decides to accept a proposal for a single union no-strike deal at the new national newspaper planned by Mr Eddy Shah. Traditional print unions will not take kindly to being shut out.

One normally sceptical source at the top of the movement yesterday gave a warning that any natural inclination on the part of senior trade union leaders to see the disciplinary process sink into bureaucratic mud, had now been swept away: "People feel that the electricians and the engineers are taking the mickey out of the TUC and they are very angry."

Union leaders feel that the AUEW in particular would have a lot to lose if it was removed from the protection of the TUC's Bridlington accord which forbids one affiliate to poach members from another.

The trains of events to be started today will mean that the TUC's "inner cabinet", the finance and general purposes committee, will investigate the complaint against the AUEW and report back.

If the present mood persists they will find that there is a prime face case to answer and will be invited to appear before the next meeting of the council on the eve of TUC Congress.

It is now thought likely that an instruction will then be issued for the union to mend its ways, or declare that it would be prepared to do so. The deadline will be set so that it expires before the end of the week-long conference on September 6.

Congress House may eventually turn out to be a paper tiger, but officials point out that it expelled the National Graphical Association for refusing to de-register under Mr Edward Heath's industrial relations legislation and took Sogat '82 to the brink over its take-over of Fleet Street electricians.

Senior detective sues newspaper for libel

A senior police officer claimed libel damages in the High Court yesterday over allegations linking him with a £3 million silver bullion robbery which, he said, portrayed him as "highly corrupt".

Det Supt William Peters aged 42, of Hammondsstreet Road, Cheshunt, Hertfordshire, is suing *The Observer* newspaper and two reporters, David Leigh and Paul Lashmar, about an article published in July 1982 which, he claims, accused him

of accepting bribes and tipping off criminals. The article alleged that a senior police officer had accepted a bribe to get bail for a member of a gang, convicted of the robbery at Tilbury docks in March 1980, and then tipped him off that he had been "grassed" in relation to another robbery knowing that he would abscond.

Det Supt Peters, was said to have been the officer handling the bail application. The hearing continues today.



Victims of a 'foolish' voyage: top (left), Malcolm Sprout, missing and Peter Robertson, dead; bottom, from left, Ian Drummond, Edward McCarthy and Paul White, all missing.

Sale of 'fake' cabinet cancelled

By Geraldine Norman, Sale Room Correspondent

Christie's have cancelled the sale of an Aesthetic Movement cabinet and taken it back after it was branded a fake by Mr Michael Whiteway the leading dealer. The cabinet was included in last Thursday's important sale of "decorative arts from 1850 to the present day". It was catalogued as "a fine William Watt ebonized cabinet designed by E. W. Godwin" and estimated to fetch £10,000 to £15,000.

Edward Godwin, the architect, was one of the pioneers of design in the second half of the nineteenth century, adapting Japanese styles into almost abstract geometric forms. William Watt was his manufacturer and made Godwin's designs generally available with his 1877 catalogue of *Art Furniture*.

Several leading museums are searching for a Godwin piece and, if genuine, the cabinet should have been worth about £50,000 or £60,000. As the specialist dealers did not believe Christie's cataloguing, there was little bidding at the sale and a private collector, Mr Miles Ponsonby, of Anchor Finance, found that he had bought it for only £5,400. As Mr Whiteway walked out of the sale room he told Mr Ponsonby that he had bought a fake.

explained that Mr Ponsonby had come back and said that he was worried.

"I did my own researches and cataloguing", Mr Klein said. "In the light of opinion, I didn't feel I could substantiate it, so I cancelled the sale."

Suspicious features of the cabinet, according to experts, are its appearance of having been recently ebonized and the fact that the locks and plates have been changed and do not fit.

The most popular suggestion about the cabinet's origin is that it was made in India in the nineteenth century, but where it comes from remains a mystery.

Christie's would only say yesterday that it came from a private source. Sale room, page 14

Charges review as pit trials fail

Charges of riot and unlawful assembly against nearly 140 miners' pickets are under review after the failure to gain a single conviction in three mass trials arising from the pit dispute.

The cases followed some of the most violent incidents on the picket lines but there are now doubts whether they will proceed.

Among the charges now being reviewed are those against 102 men arrested on two separate days of confrontation between the police and mass pickets at the Orgreave coking plant, south Yorkshire, in June last year.

The other charges were brought as a result of incidents at three other Yorkshire collieries.

A total of 40 riot charges at Orgreave remain outstanding after the acquittal last week of 15 pickets when the prosecution at Sheffield Crown Court

dropped its case on the four-tyrht day.

During the Orgreave trial defence lawyers accused police of lying and of organizing "the worst example of a mass frame up in this country this century."

On Monday eight Rossington miners walked free after the prosecution decided not to proceed with cases of unlawful assembly after they had pleaded not guilty. The charges were left on file.

A spokesman for the Attorney General, Sir Michael Havers, QC said yesterday that he would be asking for a report from the prosecuting authorities once all the cases had been dealt with.

Mine workers' leaders in south Derbyshire decided yesterday to ballot their members on the same day as a crucial vote in Nottinghamshire on the planned merger of the two moderate areas into a new, rebel pitmen's federation.

Britain raises quality of drinking water

The Government yesterday announced more stringent standards for the quality of drinking water in compliance with an EEC directive, and claimed to have taken the lead in its positive response to the EEC's call for a water purification programme.

Mr William Waldegrave, Under-Secretary of State at the Department of the Environment said Britain's water supply was at least as good as the best in Europe.

Nine-tenths of the country's water supplies complied with all 62 parameters set in the EEC directive. Although derogations had to be sought for more than 200 supplies which exceeded pollution standards set in the directive, the Government was "absolutely confident" that all were well within all known safety limits.

Verdict deferred

Judgement was reserved yesterday in the High Court test case challenge to bed and breakfast regulations which affect the jobs.

An unemployed shop assistant, Mr Simon Cotton, aged 22, claims that Mr Norman Fowler, Secretary of State for Social Services, acted unlawfully and unreasonably in introducing new regulations which mean those claiming board and lodging payments must move on after four weeks or lose their money.

CHRISTIE'S LONDON

Who knows what a Japanese Sword is really worth?

Muromachi period tachi in gold nashiji scabbard, the blade dated 1506 and signed by Jinczemonjo Kasumitsu. Sold at Christie's for £14,040.

Find out at Christie's

Please contact Peter Bufton, William Tilley or Michiko McIver in the Japanese Department.

Closing date for entries in our next series of Japanese Works of Art sales is 15 September.

8 King Street, St. James's, London SW1Y 6QT
Tel: 01-839 9060 Telex: 916429

Fog wa not 125 pil

Driver's c man tra

High street shops face extinction

Murder charg

Actress

PARLIAMENT JULY 23 1985

Top salaries row

Joseph on teachers' pay

Caning Bill dropped

PM attacks opposition leaders over their attitude to top pay

REVIEW REPORT

The number of people covered by the top salaries review board has been reduced during the lifetime of this Government...

Mr Hattersley said social justice was not a consideration that entered into Mrs Thatcher's mind...

Mr Hattersley said that since the Government awarded pay increases of up to 46 per cent...

Mrs Thatcher: This year, the Government has implemented reviews body recommendations on nurses and midwives...

As he is aware, because he was a member of a Government which similarly implemented them...

New treaty should be effective

EXTRADITION

The extradition treaty signed with Spain would be very effective, Mrs Thatcher, the Prime Minister, said during Commons questions.

It would not apply to anyone entering or re-entering Spanish territory and some of the United Kingdom fugitives might have to leave the country and re-enter in order to renew their residential permits.

Mrs Thatcher: I would like to congratulate the Home Secretary and the team of officials on the way in which they have negotiated this extradition treaty with Spain.

This may be effected by a new law which will give Spanish authorities powers to expel undesirable aliens.

public service, which seems to interest her not at all. She is prepared to subsidize extravagance for the rich and not justice for the poor.

Will she answer a simple question about social justice? Will she simply justify a policy which authorizes massive pay increases for the well-off on one day and abolishes wages councils for the poor the next day?

This report says "We urge the Government to implement our recommendations in full" which is quite different from what Mr Hattersley said.

There is not much hope for people in this country if we cannot learn from mistakes that we made. The trouble with the Prime Minister is she cannot learn from anything that has ever been done by anyone else.

Will she explain what is now going to be done about pay? Excludes hitherto deprived of pay comparability?

Mrs Thatcher: He fully supported this when he was Foreign Secretary in order to stay as Foreign Secretary and not to be contemptuously dismissed when in opposition.

Mr Julian Amery (Brighton Pavilion, C): How much of the £10 million which is being accorded to these top salaries will return to the taxpayer?

Mrs Thatcher: I cannot give him a precise estimate. The top rate of tax is 60 per cent. The numbers in these top grades have been substantially reduced during the lifetime of this Government.

Role of merchant fleet

SHIPPING

The Prime Minister said she was taking a close interest in a report on the role of the British merchant fleet in defence.

At a question time in the Commons Sir Edward de Cann (Taunton, C) had asked her: As the British merchant fleet only carries a quarter of United Kingdom trade, a statistic which has most alarming implications for the economy and for defence...

Mr David Nellist (Coventry South East, Lab): In his attempt to resolve the teachers' pay dispute, how does he regard the announcement by the Prime Minister that senior civil servants in the Education Department are to receive a 30 per cent rise...

Mr Hattersley: The House and I believe the country will be notified that the Prime Minister did not even attempt to answer the question. I must assume confirmation of what we know already - that social justice is not a consideration that enters into her policies.

Mrs Thatcher: The questions were answered, which is what she does not like. He, as a member of government, accepted average increases of Civil Service top salaries of 35 per cent.

The whole of his party supported those increases, as did the present leader of the SDP, as did Mr David Steel when engaged in the Lab-Lab pact. They supported them because they were reasonable salaries for people in view of the onerous duties they had to carry out.

Dr David Owen, leader of the SDP: The 1978 top salaries review board contributed to the sense of unfairness which led to the winter of discontent in the winter of 1979.

Nothing in this country if we cannot learn from mistakes that we made. The trouble with the Prime Minister is she cannot learn from anything that has ever been done by anyone else.

Mr Julian Amery (Brighton Pavilion, C): How much of the £10 million which is being accorded to these top salaries will return to the taxpayer?

Mrs Thatcher: I cannot give him a precise estimate. The top rate of tax is 60 per cent. The numbers in these top grades have been substantially reduced during the lifetime of this Government.

Mr David Nellist (Coventry South East, Lab): In his attempt to resolve the teachers' pay dispute, how does he regard the announcement by the Prime Minister that senior civil servants in the Education Department are to receive a 30 per cent rise...

Mr Mark Fisher (Stoke-on-Trent Central, Lab): How can the same purposes be fulfilled by two such enormously different offers as those to the teachers and the top salary people?

Mr Mark Fisher (Stoke-on-Trent Central, Lab): How can the same purposes be fulfilled by two such enormously different offers as those to the teachers and the top salary people?

Mr Mark Fisher (Stoke-on-Trent Central, Lab): How can the same purposes be fulfilled by two such enormously different offers as those to the teachers and the top salary people?

Mr Mark Fisher (Stoke-on-Trent Central, Lab): How can the same purposes be fulfilled by two such enormously different offers as those to the teachers and the top salary people?

Major companies tender to run Royal dockyards

DEFENCE

Commercial managers would be brought in to run the Royal Dockyards at Devonport and Rosyth with compulsory redundancies kept to a minimum.

Mr Desmond Davies, chief Opposition spokesman on defence, said the only enthusiasts for a system of commercial management, which would make the position worse not better, were Mr Heseltine and Mr Peter Revell, chief of defence procurement.

Mr Heseltine said he would be seeking competitive tenders for a period of some years from competent British companies. He hoped to introduce the necessary legislation as early as possible with the intention of introducing commercial management no later than April 1, 1987.

These tenders (he added) would be evaluated for their management and financial proposals and would be expected to contain a strong competitive element. I am encouraged by the number of companies who have shown interest in these proposals.

Nothing in the judgment called into question the requirements of the Immigration Act. On the contrary, the legitimacy of that objective was specifically endorsed by the court.

It is entirely reasonable (he said) that if we are to comply with the requirements of the European Convention, we should maintain strict immigration control, we should admit husbands of wives who are settled here, but not British citizens, but should retain the management relating to admission of husbands, and extend that to apply on the same basis to the admission of wives.

It would not have been sensible in principle nor appropriate in principle to have requirements relating to admission of husbands and wives which did not apply to fiancées, so female fiancées would need entry clearance in future before coming to the United Kingdom for marriage.

The Government had had to choose between narrowing the basic rule to which the admission of wives was subject, or widening the rule applying to the admission of husbands. It did not believe it would have been right to prevent wives from joining men who had been allowed to settle here.

We, on the other hand (he went on) have faced up to the need to take difficult decisions. We came to a decision to take a firm grip of immigration. We have done so. Primary immigration has fallen. And it is against that background that our balanced response to the European Court judgment is justified both in policy and effect.

Mr Gerald Kaufman, chief Opposition spokesman on home affairs, moving the Opposition amendment, declining to approve the statement of changes in the immigration rules, said the Government's response to the judgments of the European Court of Human Rights was to resolve to make it as difficult for a man in Britain as it had been for a woman to bring in her husband or fiancé.

Nothing in the judgment called into question the requirements of the Immigration Act. On the contrary, the legitimacy of that objective was specifically endorsed by the court.

It is entirely reasonable (he said) that if we are to comply with the requirements of the European Convention, we should maintain strict immigration control, we should admit husbands of wives who are settled here, but not British citizens, but should retain the management relating to admission of husbands, and extend that to apply on the same basis to the admission of wives.

It would not have been sensible in principle nor appropriate in principle to have requirements relating to admission of husbands and wives which did not apply to fiancées, so female fiancées would need entry clearance in future before coming to the United Kingdom for marriage.

The Government had had to choose between narrowing the basic rule to which the admission of wives was subject, or widening the rule applying to the admission of husbands. It did not believe it would have been right to prevent wives from joining men who had been allowed to settle here.

We, on the other hand (he went on) have faced up to the need to take difficult decisions. We came to a decision to take a firm grip of immigration. We have done so. Primary immigration has fallen. And it is against that background that our balanced response to the European Court judgment is justified both in policy and effect.

Mr Gerald Kaufman, chief Opposition spokesman on home affairs, moving the Opposition amendment, declining to approve the statement of changes in the immigration rules, said the Government's response to the judgments of the European Court of Human Rights was to resolve to make it as difficult for a man in Britain as it had been for a woman to bring in her husband or fiancé.

proposals, including those of the nature of Dalwood, Balfour Beatty, Costain, Plessey, STC, Trafalgar House, the West Group and other major industrial concerns acting either alone or in consortia.

He said a trading fund system would not go far enough in freeing management and work force from the restrictions and interference of Government, which full privatization would leave the Government with insufficient influence over a major establishment in the defence field at a time of considerable transition.

Commercial management on the other hand (he went on) has the advantage of freeing the local management from the more restrictive public sector constraints of enabling the public sector to seek to expand the opportunities in the areas concerned while retaining a significant degree of accountability to the Royal Navy, and particularly of securing a climate of maximum competition.

The majority of the jobs lost at Devonport and Rosyth would, he believed, be achieved by natural wastage and voluntary redundancy. We are making available to the trade unions today (he said) a consultative document proposing how best we might improve efficiency in the marine services organization.

Because of extra work on the Trident programme the problems at Rosyth would be relatively small and short lived. But a development unit had been set up at Devonport to generate new jobs. Two small but significant areas of land in prime positions in the city had been made available for development.

The potential was also being examined urgently of the historic and attractive site at Royal William Yard for development and the creation of employment.

Each dockyard (he concluded) will have a core programme of essential work as the basis for its long-term future. What commercial management will ensure is that that work is carried out in as cost effective a way as possible and that, through greater efficiency, the dockyards are in a position to win orders in a wider market than at present.

Mr Davies: Mr Heseltine's statement is a least predictable because for the second time in a few weeks he has demonstrated his total contempt for a unanimous report of a select committee which there was no evidence whatsoever for the proposals which he and his department have put forward.

Even worse, the slipshod, cavalier, irresponsible and inept way in which he has treated the royal dockyards has been deeply insulting both to those in the Royal Navy and the thousands at Devonport and Rosyth who have served the Navy in this country with such dedication.

The figures which his department had cobbled together both for the select committee and the Public Accounts Committee bore as much relation to reality as the figures contained in the balance sheet of Johnson Matthey Bankers.

The managerial problems of the dockyards, the accounting problems and the commercial problems could be solved without the public sector without going down this ridiculous road.

Mr Heseltine said that the issue had been under active political review under various governments for a long time. What the Government had done was to face up to the logic and take decisions. The last Labour Government looked at the options and failed to make a decision.

Sir Anthony Back (Colchester North, C): What he has announced will be greeted with satisfaction by those not only serving in the Royal Navy but with recent experience at the head of the Royal Navy.

Mr Robert Sheldon (Ashton-under-Lyne, Lab): The Public Accounts Committee (of which he is chairman) commented on the percentage savings as a percentage of operating cost which would be a little at 1 per cent, and this would be within the margin of error.

Mr Heseltine: The initial figures we had in mind based on a 20 per cent efficiency gain suggested savings of £12 million a year rising to £18 million after 10 years - a percentage saving of 3 per cent rising to 4 per cent. This is, in our view, the worst case, and there are more optimistic scenarios.

Dr David Owen, Leader of the Social Democrats (Plymouth, Devonport): The devastating criticism by the PAC has not got anything to do with local interests. It is the contemptuous pushing aside of his recommendations and of the criticisms by the defence committee which makes most people believe that the consultation process has indeed been the sham many people predicted at the start.

Mr Heseltine: I cannot accept that the consultation has been a sham. This matter has been considered for nearly 15 years and very little new argumentation has emerged.

proposals, including those of the nature of Dalwood, Balfour Beatty, Costain, Plessey, STC, Trafalgar House, the West Group and other major industrial concerns acting either alone or in consortia.

He said a trading fund system would not go far enough in freeing management and work force from the restrictions and interference of Government, which full privatization would leave the Government with insufficient influence over a major establishment in the defence field at a time of considerable transition.

Commercial management on the other hand (he went on) has the advantage of freeing the local management from the more restrictive public sector constraints of enabling the public sector to seek to expand the opportunities in the areas concerned while retaining a significant degree of accountability to the Royal Navy, and particularly of securing a climate of maximum competition.

The majority of the jobs lost at Devonport and Rosyth would, he believed, be achieved by natural wastage and voluntary redundancy. We are making available to the trade unions today (he said) a consultative document proposing how best we might improve efficiency in the marine services organization.

Because of extra work on the Trident programme the problems at Rosyth would be relatively small and short lived. But a development unit had been set up at Devonport to generate new jobs. Two small but significant areas of land in prime positions in the city had been made available for development.

The potential was also being examined urgently of the historic and attractive site at Royal William Yard for development and the creation of employment.

Each dockyard (he concluded) will have a core programme of essential work as the basis for its long-term future. What commercial management will ensure is that that work is carried out in as cost effective a way as possible and that, through greater efficiency, the dockyards are in a position to win orders in a wider market than at present.

Mr Davies: Mr Heseltine's statement is a least predictable because for the second time in a few weeks he has demonstrated his total contempt for a unanimous report of a select committee which there was no evidence whatsoever for the proposals which he and his department have put forward.

Even worse, the slipshod, cavalier, irresponsible and inept way in which he has treated the royal dockyards has been deeply insulting both to those in the Royal Navy and the thousands at Devonport and Rosyth who have served the Navy in this country with such dedication.

The figures which his department had cobbled together both for the select committee and the Public Accounts Committee bore as much relation to reality as the figures contained in the balance sheet of Johnson Matthey Bankers.

The managerial problems of the dockyards, the accounting problems and the commercial problems could be solved without the public sector without going down this ridiculous road.

Mr Heseltine said that the issue had been under active political review under various governments for a long time. What the Government had done was to face up to the logic and take decisions. The last Labour Government looked at the options and failed to make a decision.

Sir Anthony Back (Colchester North, C): What he has announced will be greeted with satisfaction by those not only serving in the Royal Navy but with recent experience at the head of the Royal Navy.

Mr Robert Sheldon (Ashton-under-Lyne, Lab): The Public Accounts Committee (of which he is chairman) commented on the percentage savings as a percentage of operating cost which would be a little at 1 per cent, and this would be within the margin of error.

Mr Heseltine: The initial figures we had in mind based on a 20 per cent efficiency gain suggested savings of £12 million a year rising to £18 million after 10 years - a percentage saving of 3 per cent rising to 4 per cent. This is, in our view, the worst case, and there are more optimistic scenarios.

Dr David Owen, Leader of the Social Democrats (Plymouth, Devonport): The devastating criticism by the PAC has not got anything to do with local interests. It is the contemptuous pushing aside of his recommendations and of the criticisms by the defence committee which makes most people believe that the consultation process has indeed been the sham many people predicted at the start.

Mr Heseltine: I cannot accept that the consultation has been a sham. This matter has been considered for nearly 15 years and very little new argumentation has emerged.

proposals, including those of the nature of Dalwood, Balfour Beatty, Costain, Plessey, STC, Trafalgar House, the West Group and other major industrial concerns acting either alone or in consortia.

He said a trading fund system would not go far enough in freeing management and work force from the restrictions and interference of Government, which full privatization would leave the Government with insufficient influence over a major establishment in the defence field at a time of considerable transition.

Commercial management on the other hand (he went on) has the advantage of freeing the local management from the more restrictive public sector constraints of enabling the public sector to seek to expand the opportunities in the areas concerned while retaining a significant degree of accountability to the Royal Navy, and particularly of securing a climate of maximum competition.

The majority of the jobs lost at Devonport and Rosyth would, he believed, be achieved by natural wastage and voluntary redundancy. We are making available to the trade unions today (he said) a consultative document proposing how best we might improve efficiency in the marine services organization.

Because of extra work on the Trident programme the problems at Rosyth would be relatively small and short lived. But a development unit had been set up at Devonport to generate new jobs. Two small but significant areas of land in prime positions in the city had been made available for development.

The potential was also being examined urgently of the historic and attractive site at Royal William Yard for development and the creation of employment.

Each dockyard (he concluded) will have a core programme of essential work as the basis for its long-term future. What commercial management will ensure is that that work is carried out in as cost effective a way as possible and that, through greater efficiency, the dockyards are in a position to win orders in a wider market than at present.

Mr Davies: Mr Heseltine's statement is a least predictable because for the second time in a few weeks he has demonstrated his total contempt for a unanimous report of a select committee which there was no evidence whatsoever for the proposals which he and his department have put forward.

Even worse, the slipshod, cavalier, irresponsible and inept way in which he has treated the royal dockyards has been deeply insulting both to those in the Royal Navy and the thousands at Devonport and Rosyth who have served the Navy in this country with such dedication.

The figures which his department had cobbled together both for the select committee and the Public Accounts Committee bore as much relation to reality as the figures contained in the balance sheet of Johnson Matthey Bankers.

The managerial problems of the dockyards, the accounting problems and the commercial problems could be solved without the public sector without going down this ridiculous road.

Mr Heseltine said that the issue had been under active political review under various governments for a long time. What the Government had done was to face up to the logic and take decisions. The last Labour Government looked at the options and failed to make a decision.

Sir Anthony Back (Colchester North, C): What he has announced will be greeted with satisfaction by those not only serving in the Royal Navy but with recent experience at the head of the Royal Navy.

Mr Robert Sheldon (Ashton-under-Lyne, Lab): The Public Accounts Committee (of which he is chairman) commented on the percentage savings as a percentage of operating cost which would be a little at 1 per cent, and this would be within the margin of error.

Mr Heseltine: The initial figures we had in mind based on a 20 per cent efficiency gain suggested savings of £12 million a year rising to £18 million after 10 years - a percentage saving of 3 per cent rising to 4 per cent. This is, in our view, the worst case, and there are more optimistic scenarios.

Dr David Owen, Leader of the Social Democrats (Plymouth, Devonport): The devastating criticism by the PAC has not got anything to do with local interests. It is the contemptuous pushing aside of his recommendations and of the criticisms by the defence committee which makes most people believe that the consultation process has indeed been the sham many people predicted at the start.

Mr Heseltine: I cannot accept that the consultation has been a sham. This matter has been considered for nearly 15 years and very little new argumentation has emerged.

Bill to end sex discrimination

IMMIGRATION

The Government will, in due course, be introducing legislation to change the Immigration Act, 1971, to put an end to its sex discrimination.

Mr Brittan said that the framing of the 1971 Act had been sexually discriminatory. There was a variety of ways in which the changes could be made and he indicated that no section had yet been taken on how that should be achieved.

He said the cases brought recently before the European Court challenged the distinction in the rules between the rights of settled men and women to be joined by their spouses. Under the current rules a wife might as well not be a British citizen, while husbands might only join settled wives who were British citizens.

The Government had had to choose between narrowing the basic rule to which the admission of wives was subject, or widening the rule applying to the admission of husbands. It did not believe it would have been right to prevent wives from joining men who had been allowed to settle here.

We, on the other hand (he went on) have faced up to the need to take difficult decisions. We came to a decision to take a firm grip of immigration. We have done so. Primary immigration has fallen. And it is against that background that our balanced response to the European Court judgment is justified both in policy and effect.

Mr Gerald Kaufman, chief Opposition spokesman on home affairs, moving the Opposition amendment, declining to approve the statement of changes in the immigration rules, said the Government's response to the judgments of the European Court of Human Rights was to resolve to make it as difficult for a man in Britain as it had been for a woman to bring in her husband or fiancé.

Nothing in the judgment called into question the requirements of the Immigration Act. On the contrary, the legitimacy of that objective was specifically endorsed by the court.

It is entirely reasonable (he said) that if we are to comply with the requirements of the European Convention, we should maintain strict immigration control, we should admit husbands of wives who are settled here, but not British citizens, but should retain the management relating to admission of husbands, and extend that to apply on the same basis to the admission of wives.

It would not have been sensible in principle nor appropriate in principle to have requirements relating to admission of husbands and wives which did not apply to fiancées, so female fiancées would need entry clearance in future before coming to the United Kingdom for marriage.

The Government had had to choose between narrowing the basic rule to which the admission of wives was subject, or widening the rule applying to the admission of husbands. It did not believe it would have been right to prevent wives from joining men who had been allowed to settle here.

We, on the other hand (he went on) have faced up to the need to take difficult decisions. We came to a decision to take a firm grip of immigration. We have done so. Primary immigration has fallen. And it is against that background that our balanced response to the European Court judgment is justified both in policy and effect.

Mr Gerald Kaufman, chief Opposition spokesman on home affairs, moving the Opposition amendment, declining to approve the statement of changes in the immigration rules, said the Government's response to the judgments of the European Court of Human Rights was to resolve to make it as difficult for a man in Britain as it had been for a woman to bring in her husband or fiancé.

Parliament costs more

EDUCATION

The cost of running the Houses of Parliament has risen to more than £77 million, Mr John Biffen, Lord Privy Seal and Leader of the House, said in Commons written reply.

He said that the total identified costs for both House rose from £56.2 million in 1981-82 to £77.5 million in 1984-85. This represented a rise of 38 per cent. In the same period, the retail price index rose by 17.7 per cent.

Talks continue: Talks were continuing between the Government and the Opposition on the proposed agreement to reach a deal on the cost of running the Houses of Parliament.

Mr Biffen said that the Government was committed to take a firm grip of immigration. We have done so. Primary immigration has fallen. And it is against that background that our balanced response to the European Court judgment is justified both in policy and effect.

Mr Gerald Kaufman, chief Opposition spokesman on home affairs, moving the Opposition amendment, declining to approve the statement of changes in the immigration rules, said the Government's response to the judgments of the European Court of Human Rights was to resolve to make it as difficult for a man in Britain as it had been for a woman to bring in her husband or fiancé.

Nothing in the judgment called into question the requirements of the Immigration Act. On the contrary, the legitimacy of that objective was specifically endorsed by the court.

It is entirely reasonable (he said) that if we are to comply with the requirements of the European Convention, we should maintain strict immigration control, we should admit husbands of wives who are settled here, but not British citizens, but should retain the management relating to admission of husbands, and extend that to apply on the same basis to the admission of wives.

It would not have been sensible in principle nor appropriate in principle to have requirements relating to admission of husbands and wives which did not apply to fiancées, so female fiancées would need entry clearance in future before coming to the United Kingdom for marriage.

The Government had had to choose between narrowing the basic rule to which the admission of wives was subject, or widening the rule applying to the admission of husbands. It did not believe it would have been right to prevent wives from joining men who had been allowed to settle here.

We, on the other hand (he went on) have faced up to the need to take difficult decisions. We came to a decision to take a firm grip of immigration. We have done so. Primary immigration has fallen. And it is against that background that our balanced response to the European Court judgment is justified both in policy and effect.

Mr Gerald Kaufman, chief Opposition spokesman on home affairs, moving the Opposition amendment, declining to approve the statement of changes in the immigration rules, said the Government's response to the judgments of the European Court of Human Rights was to resolve to make it as difficult for a man in Britain as it had been for a woman to bring in her husband or fiancé.

Nothing in the judgment called into question the requirements of the Immigration Act. On the contrary, the legitimacy of that objective was specifically endorsed by the court.

Minister to think again about caning Bill

EDUCATION

The Government had decided not to proceed further with the Education (Corporal Punishment) Bill this session and would now consider the appropriate course of action for next session, Sir Keith Joseph, Secretary of State for Education and Science, announced in the Commons.

His announcement followed a recent House of Lords decision, by a majority of four, to write into the Bill a new clause abolishing corporal punishment in all educational institutions.

The Bill originally gave parents of children whose education was directly provided wholly or partly through public funds, the right to exempt them from corporal punishment and enabled the Government to fulfil its obligations under the European Convention on Human Rights.

Mr Andrew Bennett, an Opposition spokesman on education, asked Sir Keith to confirm that any teacher giving corporal punishment without parental consent would be foolish and in contempt of the European Court's ruling. It could lead to the Government spending up to £130 million to pay 13 or 14 teachers' salaries in financial aid cases, and in a pupil receiving substantial damages.

The minister should make clear that there should not be corporal punishment where the parents disapproved. The Conservative Party always claimed to be the upholder of law and order so what steps was he taking to implement the court ruling?

Sir Keith Joseph: Teachers, with other citizens, are subject to the laws of this land. Mr Robert Key (Salisbury, C) said many MPs, teachers and parents were pleased that the Bill was not going further. The situation did not represent some silly left wing plot and corporal punishment was not the prerogative of the far right.

Sir Keith Joseph said many parents and many teachers would prefer that the right of moderate corporal punishment should remain their decision. But there was an obligation to the court to which Britain had subscribed.

Mr Michael Latham (Rutland and Devonport, C) said the Bill was ludicrous. Sir Keith should do nothing at all. Sir Keith Joseph said Britain had never broken a treaty obligation. Mr Latham was now suggesting it should.

Mr David Young (Bolton South West, Lab) said Sir Keith had been warned at second reading that the Bill was unworkable. Now that he was using common sense, he should instruct schools that there should not be any corporal punishment until there had been further debate. Sir Keith Joseph: Even if I wished to do so I have no such power.

He had never pretended that the exemption proposals were without problems. Mr Nicholas Winterro (Macclesfield, C) said discipline was necessary. Sir Keith should legislate until there had been further debate. Sir Keith Joseph: Even if I wished to do so I have no such power.

He had never pretended that the exemption proposals were without problems. Mr Nicholas Winterro (Macclesfield, C) said discipline was necessary. Sir Keith should legislate until there had been further debate. Sir Keith Joseph: Even if I wished to do so I have no such power.

He had never pretended that the exemption proposals were without problems. Mr Nicholas Winterro (Macclesfield, C) said discipline was necessary. Sir Keith should legislate until there had been further debate. Sir Keith Joseph: Even if I wished to do so I have no such power.

He had never pretended that the exemption proposals were without problems. Mr Nicholas Winterro (Macclesfield, C) said discipline was necessary. Sir Keith should legislate until there had been further debate. Sir Keith Joseph: Even if I wished to do so I have no such power.

Like objectives - recruiting and retaining best people

TEACHERS' PAY

No progress would be made in what should be the great and common purpose of achieving better schooling for children of all abilities, if yet another year passed when the leaders of teachers' unions were not prepared to negotiate anything in return for an indiscriminate pay rise.

Mr Keith Joseph, Secretary of State for Education and Science, said during Commons questions about the teachers' dispute.

Responding to critical comparisons made between the pay offer to teachers and the recent increases awarded to senior members of the Civil Service, the armed forces and the judiciary, he maintained that the purpose behind the Top Salary Review Body's recommendations and those behind the offer by the Government of additional taxpayer money for the right package deal for teachers were precisely the same.

That was to recruit, retain and motivate people of the right quality. Sir Keith Joseph, answering a series of questions said: I very much regret that this harmful and unnecessary dispute continues. The employers have indicated a willingness to increase what is on offer, if the unions are prepared to show flexibility.

For my part, I have offered additional Government resources next year for teachers' pay and to help meet the cost of removing middle management teachers' standard duties, provided there is satisfactory progress by October towards the objectives for improving the quality and standards in the schools.

Marcos's men queue up to denounce US 'interference'

From Paul Routledge, Manila

A serious reappraisal of the military and political relationship between the Philippines and the United States was set in train yesterday by leaders of President Marcos's ruling New Society Party.

At a caucus meeting of the National Assembly majority in the presidential palace of Malacanang, a "thorough review" of links with the United States was agreed as the dispute over compensation for American strategic bases continued to rumble.

Ministers queued up to denounce what they described as the dictates of "our former colonial masters" in sharply reducing the level of aid for arms in favour of economic assistance.

The Defence Minister, Mr Juan Ponce Enrile, who has labelled a Resolution in the National Assembly calling for abrogation and re-negotiation of the treaty governing the American bases, argued: "Powerful country though it may be, the United States cannot tell the Philippine people and Government what to do with the compensation that was agreed for the use of land areas and air space."

The Government shows every sign of being incensed by the United States House of Representatives' decision to lop \$15 million (£10.5 million) off the annual compensation paid for the bases and to cut President Reagan's request for military aid from \$100 million to a mere \$25 million, while stepping up economic assistance from \$95 million to \$155 million.

It was said the Political Affairs Minister, Mr Leonardo Perez, "no longer a laughing matter" and the interference in Philippines affairs it represented should be condemned. A more realistic note was, however, struck by the Labour Minister, Mr Blas Ople, who said that the country had "a tremendous bargaining power relative to the United States that has never existed."

Opposition politicians have dismissed the episode as a fraud, arguing that the Government's anger is synthetic, manufactured with the twin aims of redirecting United States money back into military aid and deflecting public disquiet from stories of alleged multi-million-dollar illegal investments in property in the United States by the President, his wife Imelda, and members



A father cradling his wounded child after a demolition crew backed by Marines stormed squatters in Quezon City, Manila, yesterday. A youth was killed.

of the Cabinet.

But the sense of hurt national pride exhibited by speakers at the Malacanang yesterday appeared real enough and the growing mood of irritation with the congressmen who want to

influence the policy of the Marcos regime may affect inter-house talks on Capitol Hill, when the final shape of the aid package will be determined.

human rights activists marched on the palace yesterday to demand the abolition of the President's sweeping powers of arrest and the release of hundreds of political prisoners (AFP reports).

Iraq claims edge in Gulf war as fierce fighting rages

From Robert Fisk, Baghdad

Despite growing evidence to the contrary, Iraq's Ministry of Information insisted yesterday that the Gulf War was going in Iraq's favour and that the country's economy was in "excellent" condition. He added that Iraq might resume its air raids on Tehran and other cities if it was provoked by the Iranians.

Mr Latif Nssif Jassim's claims were made to Western correspondents in Baghdad as reports continued to filter south from the mountainous area of Kurdistan of more fierce fighting between Iraqi troops and Iranian Revolutionary Guards.

"As soon as the Iranian regime thinks of any new offensive, their assault will be crushed just as the previous ones were," Mr Jassim said.

"The war is still going on in the mountains, in the marshes... But we are on our territory, our sites are fortified, morale is excellent - our logistic lines are short; theirs are long."

Mr Jassim conceded that Iraq was demanding an increase in its oil output quota from Opec - an issue which Opec is unlikely to debate until autumn - but said that once Iraq's trans-Saudi and trans-Turkish oil pipelines were in commission next year, the country "will be in an excellent economic situation".

Iraq's conditions for ending the war included a ceasefire on land, sea and air, a withdrawal by both armies behind the

international frontier and, under the auspices of the UN or the non-aligned movement, negotiations based on "non-interference, respect of the political choice of both parties to the dispute and a treaty to put a final end to the war".

The penultimate stipulation clearly means that President Saddam Hussein would remain in power in Iraq, something the Iranians say they will never accept.

Mr Jassim maintained that Iraq's Air Force was superior to Iran's. Iraq has bombed Tehran, Hamadan, Kermanshah and Ahwaz, he said. "It (the bombings) started and it has stopped. We did not want to kill many people, but we wanted to demonstrate that we are able and competent enough to reach Tehran and any other place over Iran - we can destroy it. And we will resume (our air raids) if they commit any folly."

The number of Iran's ground-to-ground missiles - which have hit Baghdad 12 times in the past three months - was limited, Mr Jassim said. The Iranian missile supply had in any case almost run out.

Allies sought: Iran's ambassadors have been formally instructed to find new allies for their country, part of a diplomatic offensive launched to reverse international caution towards the six-year-old Islamic republic (Reuter reports).

Kinnock promise of more for world poor

From Charles Harrison Nairobi

Mr Neil Kinnock, leader of the Labour Party, met for one-and-a-half hours with President Nyerere in Dar es Salaam yesterday, and told the Tanzanian leader that Britain should send more technical aid to the Third World.

President Nyerere said he was astonished that Britain, with all its oil wealth, had massive unemployment, yet was unable to send some of its out-of-work experts to work in poor countries like Tanzania.

Mr Kinnock agreed there was a need to do more to help Third World countries, and said: "I am sure many people would rather be employed in the Third World than unemployed in Britain."

"When we are in government, the restoration and extension of assistance of this kind will be part of our policies for development and co-operation."

He told President Nyerere he supported the holding of an international conference on Africa's debt problems.

Today Mr and Mrs Kinnock are to fly to southern Tanzania to see examples of village development. They have cancelled a visit to Zanzibar because of lack of time, but will return to Dar es Salaam before flying to Kenya on Friday, where another crowded programme awaits them.

Zimbabwe's MPs kept in the dark

From Jan Raath, Harare

The Zimbabwe Parliament began its second five-year term yesterday with President Canaan Banana avoiding contentious issues in his opening speech. He restricted himself to a few lesser proposed Bills and a series of projects many of them already under way. To expand the country's infrastructure.

In an unusually short address, he said the country would not find the Government wanting in the drive to transform the economy, improve the lot of the people and accelerate development of "productive forces."

He referred fleetingly to the two-and-a-half-year guerrilla campaign in the western provinces of Matabeleland, saying that more vigorous operations would be mounted to "eliminate dissident activity altogether."

The Government uses "dissident" to refer to guerrillas. Immediately after elections early this month, Mr Robert Mugabe, the Prime Minister, announced that constitutional changes would soon be made. The first would be the repeal of the 20 white seats in the House of Assembly. He also promised an increased impetus to the one-party state, which will require the repeal of a crucial section of the Bill of Rights in the constitution and the outlawing of opposition parties.

Possible legislative action against whites, described by government leaders and the press as "racist" and "die-hard reactionaries," has also been aired in the last week. The President alluded to none of these in his speech.

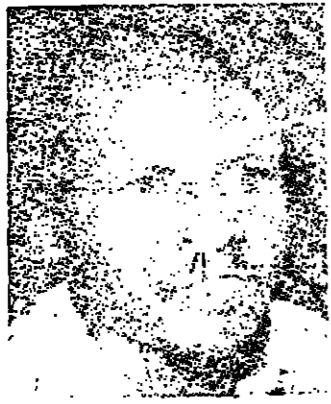
While his address is regarded as a comprehensive inventory of proposed legislation for the year, observers said his low profile could not be taken as an indication that the Government was set for an uncontroversial year.

The mixture of stiff colonial pomp and exuberant African revelry which has come to embody the annual event in an around a building which once served as a hotel for miners and explorers, was conducted amid rigid security.

Marksmen kept watch from rooftops and police with rubber truncheons and uniformed members of the youth brigades searched all onlookers entering Cecil Square.

The crowd was made up almost exclusively of members of the women's league of the ruling Zanu (PF) party.

Inside the chamber, Mr Joshua Nkomo, the Zanu leader, was conspicuously absent. Mr Ian Smith, the former Prime Minister of Rhodesia, headed his caucus of 15 MPs of the Conservative Alliance of Zimbabwe.



President Banana: Giving nothing away to MPs.

Two aid murder inquiry

Two Spanish nationals have been taken into custody here for questioning over the killing on Monday of Spain's Ambassador to Zimbabwe, Señor José Luis Blanco-Briones (Jan Raath writes).

The two men have been identified by sources here as technicians of a Spanish aviation firm which in September, 1982, sold six Casa 212 transport planes to the Air Force of Zimbabwe. No official comment could be obtained, but the sources said they had not been charged and could not be considered under arrest under Zimbabwean law.

Señor Blanco-Briones, aged 50, was found dead with severe head injuries in a wooded spot in a farming area on the city outskirts.

Lee moves to bolster presidency

Singapore (Reuter) - The Prime Minister, Mr Lee Kuan Yew, said yesterday that the Cabinet had decided to give executive powers to Singapore's presidency.

Mr Lee told Parliament that the constitutional changes were aimed at giving the President veto powers over the use of foreign reserves estimated at more than \$7.5 million.

The Government would move "step by step in drafting, clarifying and refining" the changes before presenting them to Parliament as a White Paper in 1987, he said.

Mr Lee, who has indicated he may become President, said the move would safeguard the island's reserves from being "squandered" by any future elected government.

He would agree to put the issue to a referendum only if the Opposition could prove that the White Paper was "an outrage".

Mr Lee's Government had the necessary two-thirds majority to change the constitution. The presidency is now a constitutional position that only has ceremonial functions.

Soviet naval exercise nearing end

By Rodney Cowton Defence Correspondent

The big Soviet naval exercise in the North Atlantic, which has been in progress for nearly two weeks, appeared yesterday to be drawing to a close.

A spokesman for Nato, which has been monitoring Soviet activities said the aircraft carrier Kiev, the battle cruiser Kirov, and most of their escorts had returned to northern waters close to their bases in the Murmansk area.

An amphibious group from the Baltic fleet was still heading north up the Norwegian coast, and it seemed likely that it would practise an amphibious landing on Soviet territory after rounding the most northerly point of Norway.

BRUSSELS: A controversial visit by a US nuclear-powered submarine to Zebruggen this week was cancelled because of Soviet naval manoeuvres, not Belgian anti-nuclear protests, American military sources said yesterday (Reuter reports).

The Sea Devil, a 4,460-ton Sturgeon-class attack submarine, had been due on Monday

ANOTHER WONDERFUL YEAR: EVEN MORE PEOPLE PREFER GAS

1984/5 was another successful year for British Gas. With a further 293,000 new customers bringing the total to over 16½ million, it is clear that even more people prefer gas.

OTHER SUCCESSES:

Record gas sales of 17,744 million therms.

Continuing improvements in efficiency - customers per employee up from 162 to 171, and therms sold per employee up from 174 to 186.

Increased shares of all markets: Domestic up to 60%, Industrial up to 36%, Commercial up to 31%.

Record turnover - up £491 million to £6,913 million.

A current-cost operating profit of £651 million.

Investment of £812 million in capital projects and £303 million on replacing assets such as mains, service pipes, meters, etc., once again all found from internal resources.

BRITAIN BENEFITS

In addition to paying £131 million in tax and a further £500 million in the special Gas Levy, the industry benefits Britain in other ways. Its continuing huge investment provides business for a host of other organisations and many thousands of jobs for British workers.

The popularity of gas and the increasing efficiency and continuing success of the industry is not only of benefit to our customers, but to the nation as a whole.

From the Annual Report and Accounts of the British Gas Corporation 1984/5 available from H.M.S.O., price £2.00. Further information from the Public Relations Department, British Gas Corporation, Rivermill House, 152 Grosvenor Road, London SW1V 3JL.

People prefer gas - and Britain benefits

BRITISH GAS



WHAT WOULD THE CITY OF LONDON BE LIKE WITHOUT PILKINGTON GLASS?

From a tiny company in St Helens which started life making windows in the Industrial Revolution, Pilkington has now become the world's largest manufacturer of flat glass.

The benefits of this truly remarkable growth are more far-reaching than just installing a few panes of glass in a few office windows.

Seventy per cent of our income is earned abroad and flat glass accounts for just a part of it.

Pilkington makes more types of glass than anyone else in the world.

Without Pilkington glass thousands of tourists from Japan would be missing lenses in their cameras.

Without our safety glass thousands of Germans would be driving around with no windscreens.

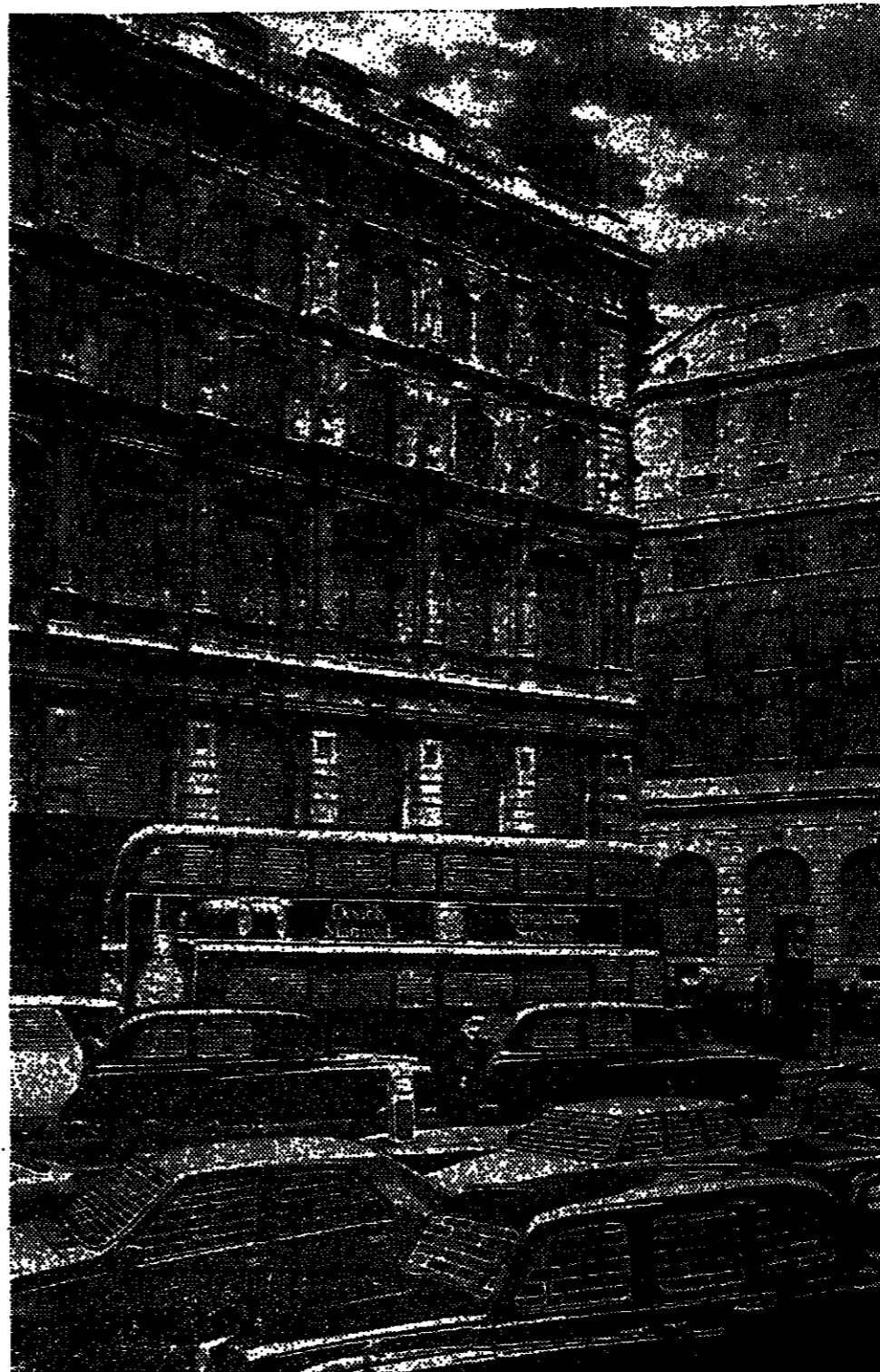
And without Pilkington insulating glass, hordes of Scandinavians would be left out in the cold.

The past is impressive, but just take look into the future.

Pilkington has now developed a glass pellet for livestock which dissolves in the stomach, gradually releasing vital trace elements.

Already it is making its impression on the UK animal health market which is just part of a £2,000m. worldwide market.

That's not all. We believe 'controlled release' glass has a huge potential in the drugs industry, in sanitation, shipping, oil, agrochemicals and the building industry.



Other strings to our bow include a product called Cemfil glass fibre, poised to replace asbestos in building.

And Kappafloat high energy glass, an amazing new product which gives double glazing the insulation performance of triple-glazing.

Our worldwide turnover now stands at over £1,200,000,000.

Clearly the city would be a duller place without Pilkington Glass.



PILKINGTON

Vertical text on the right edge of the page, including 'PILKINGTON' and other illegible characters.

Clergy, trade unionists, students and women among 441 arrested in emergency

Grassroot activists main target for swoops by South African police

From Michael Horasby Johannesburg

The main target so far of the sweeping powers of arrest and detention assumed by Pretoria under the emergency regulations in force since midnight last Saturday appear to be grassroots anti-apartheid activists little known outside their immediate communities.

Of the 441 people the police say they have arrested during the first three days of the emergency, 373 are black (327 men and 46 women), 43 mixed-blood coloureds (32 men and 11 women), 18 Indians (15 men and three women) and four whites (all men). The race names of three others will be released today.

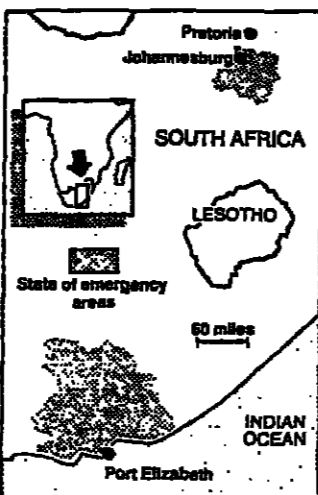
Most (238) were arrested in the Eastern Cape, which has been the main focus of violent unrest since the start of this year. 199 were detained in the Johannesburg region, while the place of arrest of four persons was not specified in the list of names released yesterday morning by the police.

At a meeting with South African newspaper editors on Monday, the Commissioner of Police, General Joan Coetzee, agreed to issue a daily list of the names of persons detained. Under the emergency regulations it is forbidden to name detainees without the authorization of the police.

The four whites detained - Mr Simon Raftice, Mr Auret Van Heerden, Mr Maurice Smithers and Mr Neil Coleman - have all been involved in youthful left-wing opposition to the Government for some years, and at least three have been detained without trial before. Mr Van Heerden said the police unsuccessfully for alleged torture.

The names of the rest of the detainees mean little outside the circle of their immediate associates. Clergymen, trade unionists and members of students' and women's organizations and local civic associations, which have sprung up in many black townships in opposition to government-created town councils, predominate.

Many of these bodies are among the 600 or so affiliates of the United Democratic Front



South Africa on a fact-finding tour for the Ford Foundation. No moves have been made so far by the police against the nationally and internationally best known spokesman of the extra-parliamentary opposition, such as Bishop Desmond Tutu, the Anglican Bishop of Johannesburg. Dr Allan Boesak, a leading Coloured Dutch reformed Church clergyman, and Mr Beyers Naude, the Afrikaner priest who is the most politically active of a small number of white Dutch Reformed Church rebels.

The emergency regulations, it is fair to say, have been enforced so far with a measure of restraint. A funeral for 15 black victims of unrest was allowed to go ahead yesterday in KwaZulu township, east of Johannesburg, and the police and Army kept out of sight for the most part. About 30,000 mourners turned out for the funeral, which passed off without incident.

It also appears that the emergency regulations will not necessarily be used to prohibit strikes or other industrial action. General Coetzee said the response of the police would depend on the "objective security situation in a particular area". The first serious test could come early in August when a strike is planned by black gold miners in support of higher pay.

The Government has also refrained so far from imposing censorship on reporting of the emergency, which it has the power to do under last Saturday's proclamation. However, a police committee will monitor press coverage and, if this does not show restraint, censorship could be introduced.

Local police commanders will have the power to refuse journalists entry to "demonstrated areas" within the 36 magisterial districts covered by the emergency, if they consider this necessary for security reasons. As the police have always had the power to expel journalists from black townships, it is not yet clear what difference this will make in practice.

Prisoners of apartheid, page 10

South Africa on a fact-finding tour for the Ford Foundation.

No moves have been made so far by the police against the nationally and internationally best known spokesman of the extra-parliamentary opposition, such as Bishop Desmond Tutu, the Anglican Bishop of Johannesburg. Dr Allan Boesak, a leading Coloured Dutch reformed Church clergyman, and Mr Beyers Naude, the Afrikaner priest who is the most politically active of a small number of white Dutch Reformed Church rebels.

The emergency regulations, it is fair to say, have been enforced so far with a measure of restraint. A funeral for 15 black victims of unrest was allowed to go ahead yesterday in KwaZulu township, east of Johannesburg, and the police and Army kept out of sight for the most part. About 30,000 mourners turned out for the funeral, which passed off without incident.

It also appears that the emergency regulations will not necessarily be used to prohibit strikes or other industrial action. General Coetzee said the response of the police would depend on the "objective security situation in a particular area". The first serious test could come early in August when a strike is planned by black gold miners in support of higher pay.

The Government has also refrained so far from imposing censorship on reporting of the emergency, which it has the power to do under last Saturday's proclamation. However, a police committee will monitor press coverage and, if this does not show restraint, censorship could be introduced.

Local police commanders will have the power to refuse journalists entry to "demonstrated areas" within the 36 magisterial districts covered by the emergency, if they consider this necessary for security reasons. As the police have always had the power to expel journalists from black townships, it is not yet clear what difference this will make in practice.

Prisoners of apartheid, page 10



Mrs Molly Blackburn, South African MP, arriving at the magistrates court where she was charged and released.

Apartheid is blasphemy, Methodists told

Nuclear disarmament and South Africa the two issues likely to dominate at international peace conference which opened in London last night attended by representatives of the world-wide Methodist Church (Clifford Longley writes).

Archbishop Trevor Huddleston, president of the Anti-Apartheid Movement, said in the opening session yesterday at Wesley's Chapel, City of London, that apartheid was basically a form of blasphemy, and the churches in South Africa were suffering greatly

for their resistance to it. He called on Western governments to substitute actions for words in their opposition to apartheid.

Delegates will hear first-hand reports on the latest developments in South Africa. Most parts of the 50 million-strong international Methodist Church are represented, though 200 out of 250 delegates are from Britain and America.

During the week they will formulate a declaration addressed to world leaders calling for renewed efforts for international peace based on justice.

Gorbachov revamps team to step up propaganda drive

From Richard Owen, Moscow

Mr Mikhail Gorbachov has ordered a revitalization of Moscow's propaganda efforts in the period between the tenth anniversary of the Helsinki agreements, which falls next week and the November summit in Geneva with President Reagan, according to informed sources.

Among the plans under consideration is a "supremo" role for Mr Geidar Aliyev, aged 62, the powerful Politburo member and former Azerbaijan leader, who would co-ordinate the new propaganda offensive.

Mr Aliyev would work alongside Mr Yegor Ligachev, the party number two, who remains in charge of ideology and is in effect Mr Gorbachov's deputy. "Ligachev and Gorbachov would work out the party line and Aliyev would sell it", one source said.

There is also a key role for Dr Alexander Yakovlev, the hard line director of the institute for World Economics and International Affairs (IEMO), who, according to unconfirmed reports, is to take over the crucial Central Committee Propaganda Department from Mr Boris Stokalin. Mr Stokalin, aged 62, was made ambassador to Hungary last Sunday, a clear demotion.

Mr Gorbachov, who is officially on holiday, already has a new diplomatic team in place, headed by Mr Eduard Shevardnadze of Georgia, and is conducting a ministerial and party purge. There were also reports last week of a top-level military shake-up, but they remain unconfirmed.

The key bodies involved in the Kremlin review of Soviet propaganda machinery are the Propaganda Department, state television and radio, the press and publishing houses, and the Ministry of Culture, the proposed reorganization, if carried out, would place a question mark over Mr Piotr Demichev, the Minister of Culture and a candidate Politburo member.

He was appointed minister in 1974, under Brezhnev, and is said to be under a cloud in the new Gorbachov era. Sources said the Gorbachov leadership was preparing a new opening to the West, culminating in Mr Gorbachov's visits to France and Geneva, but this did not mean any "softening" on domestic policies, including human rights. General Viktor Chebrikov, head of the KGB, warned in a recent issue of the theoretical journal *Kommunist* that dissenters would be brought to account for their "anti-state activities" and "ideological diversions."

The Moscow Festival of Youth and Students, which opens on Saturday, is part of Moscow's effort to persuade world opinion that its policies are justified and that Soviet society offers a model for the Third World.

Mr Aliyev, who is Deputy Prime Minister as well as a Politburo member, is supervising this massive propaganda effort involving more than 40,000 young people.

Pravda yesterday reported that Mr Shevardnadze, the new Foreign Minister, had discussed the November summit with Mr Arthur Hartman, the American Ambassador in Moscow. This suggests that the Kremlin does not see Mr Reagan's recent cancer operation as an obstacle to the meeting.

West Germany's miners' union (the IGBE) yesterday accused Mr Arthur Scargill, the NUM president, of setting up a new international miners' union with Soviet backing to "smash the free and democratic Miners' International".

The IGBE issued a statement saying that such a policy lay behind a meeting which Mr Scargill will chair in Paris on September 21 and 22 and which will be the founding congress of the new organization. The meeting would be attended by representatives of miners' unions from the Eastern bloc as well as Western miners' union officials who are also Communists.

Accompanying the IGBE statement was an advance copy of an article which will appear in the August issue of the West German union's newspaper *Einheit* (Unity) and which says that Mr Scargill is serving only as a Western advertisement board for the Communist policy of undermining democratically orientated trade unions.

The article, which has the headline "Massaged in Moscow in March", says that, at a meeting in Moscow on March 25, Mr Scargill, without informing his NUM executive, had talks with the Soviet miners' union leader, Mr Mikhail Srebniy, and a French Communist miners' union official, Mr Alain Simon, about setting up the new international body. M. Simon would be its secretary.

What the three agreed was confirmed at a meeting in Budapest on May 10.

Chief Rabbi Avraham Shapira and Mordechai Eliahu had previously demanded that the entire community of 15,000 Ethiopian Jews known as Falashas (strangers), take a Mikvah (ritual bath).

It was not immediately clear whether the concession would satisfy the immigrants, brought from the famine hit Horn of Africa in a secret airlift. They have been protesting against the rabbis for weeks.

After meeting the Prime Minister, Mr Shimon Peres, Israel's two Chief Rabbis said in a statement that the new immigrants, like other Jews, would be required to take a symbolic ritual bath only before marriage in cases where their Jewishness was doubted.

Chief Rabbi Avraham Shapira and Mordechai Eliahu had previously demanded that the entire community of 15,000 Ethiopian Jews known as Falashas (strangers), take a Mikvah (ritual bath).

It was not immediately clear whether the concession would satisfy the immigrants, brought from the famine hit Horn of Africa in a secret airlift. They have been protesting against the rabbis for weeks.

Two face Greenpeace murder charges

Wellington. - A man and a woman were arrested yesterday on charges relating to the bombing of the Greenpeace flagship Rainbow Warrior at Auckland earlier this month (Our Correspondent writes).

They will appear in court today charged with murder, arson and conspiracy to commit arson. Their names were not released.

A photographer who was on the Rainbow Warrior, Fernando Pereira, a Dutch citizen, was killed in the explosions which sank the ship. On Monday, Mr David Lange, the New Zealand Prime Minister, said he knew who was responsible for the sabotage and why it was done but proof was lacking.

The helicopter came from the icebreaker *Vladivostok*, which is slowly chopping through ice up to 5ft thick to reach the stranded vessel, Tass reported.

Moscow (AP) - The 53 crew of the Soviet research vessel *Mikhail Somov*, trapped in Antarctic ice, had their first contact with the outside world in almost two months when a helicopter landed alongside bringing letters from home and sleeping bags and tents should they eventually abandon ship and camp on the ice floe.

The helicopter came from the icebreaker *Vladivostok*, which is slowly chopping through ice up to 5ft thick to reach the stranded vessel, Tass reported.

Action plan

Panama City (Reuters) - The four-nation Contadora group of Mexico, Panama, Colombia and Venezuela ended a two-day meeting of foreign ministers with a plan of action to revive its flagging Central American peace initiative. It will be presented to the five Central American governments in early August.

Amsterdam (Reuters) - A win by Dutch grandmaster Jan Timman over Slobodan Marjanovic of Yugoslavia, moved him to only one point behind Anatoly Karpov, world champion, the leader after seven rounds of the OIRA chess tournament here. Britons Tony Miles and John Nunn drew their game.

Cannes (Reuters) - The son of Pakistan's executed former Prime Minister, Zulfikar Ali Bhutto, found dead in his apartment here last week, may have been poisoned, friends of his family said. The body of Shahnawaz Khan Bhutto showed signs of death by poisoning.

Dierdorf (AFP) - Five people were killed when a Great Dane wandered across a motorway near Koblenz. A driver hit it and got out. A second driver stopped to help but a third car hit the dog's body, ran over both men and ploughed into their cars.

Inglewood (AFP) - An unemployed Californian farmworker, Rodolfo Sahagun, aged 47, picked all nine winners at the Hollywood Park race track and scooped a \$1 million jackpot. He picks winners "by the speed of the horse and who's riding" he explained.

Prague (AP) - Three Slovaks caught while crossing from Poland over the frozen Dunajec last February with 200 wooden rosaries, 400 crucifixes and chalices, have been jailed for smuggling for up to five and a half years, a regional newspaper reported.

Sydney (Reuters) - Australian police laid 17 drug charges against James Stephenson, 43, an alleged former key member of the "Mr Asia" international drug syndicate and extradited at the weekend from the United States. He was remanded in custody.

Kuala Lumpur, (AP) - Malaysia plans to build a barricade of concrete walls and barbed-wire fences along its 375-mile border with Thailand. Parliament was told. It would help keep out communist guerrillas and smugglers of drugs and arms.

Helsinki (Reuters) - Former Finnish President Urho Kekkonen, aged 84, one of the main architects of the Helsinki accords on European security, is not well enough to take part in next week's tenth anniversary celebrations, his son Matti said.

Sydney (Reuters) - Until an industry-wide policy is formulated, Australia's two main domestic airlines, TAA and Ansett, have placed an interim ban on passengers known to be carrying the incurable killer disease Aids.

MPs from two Koreas finally meet

Panmunjom (Reuters) - MPs from North and South Korea met yesterday for the first time in 40 years to arrange talks on reunifying the Korean peninsula, but failed to agree on an agenda.

After more than two hours of talks in Panmunjom, border villages, the two sides agreed in principle for plenary sessions between 11 MPs from each side to be held alternately in Seoul and Pyongyang.

North Korea said it would not refuse to discuss a southern proposal for drafting a unified constitution for Korea, divided since the 1950-53 Korean War. But the South refused to agree to a northern proposal for a non-aggression pact, saying it should be discussed by government authorities.

The chief northern delegate, Mr Jon Kum-Chol, said: "We are not against the discussion of the question of instituting a unified constitution demanded by your side, though we consider that the question of publishing a joint declaration of non-aggression must naturally be the agenda item of top priority at parliamentary talks."

His opposite number, Mr Kwon Jung-dal, said: "Today's meeting was just the opening ceremony for parliamentary talks. We will try hard to narrow differences in future talks."

Mr Kwon said the northern demand for a non-aggression pact seemed to be aimed at realizing tripartite talks, including the United States, on the Korean issue. Pyongyang has proposed the talks to discuss the withdrawal of about 40,000 US troops based in the South.

Seoul and Washington have rejected the proposal on the grounds that the Korean problem should first be dealt with by the two Koreas. Delegates agreed yesterday to meet again on September 25 but did not set the venue.

SEoul: Nine dissidents connected with the production of an underground publication were arrested yesterday on charges of violating the national security law (AP reports).

Juan Carlos out of hospital after operation

Barcelona (Reuters) - King Juan Carlos of Spain left hospital yesterday after a minor pelvic operation, the royal household said.

In Madrid, the Foreign Ministry confirmed that the King, accompanied by Queen Sofia, will make a state visit to Britain during the first half of next year.

Hopes grow for Punjab deal

A series of meetings between government ministers and leading members of the Sikh Akali Dal party raised hopes yesterday that a solution to the four-year crisis in Punjab maybe in sight.

The Indian Prime Minister, Mr Rajiv Gandhi, met Sant Harchand Singh Longowal after inviting him to the capital for talks.

The two met alone for 30 minutes in the morning and the talks ended on an optimistic note, with a Government spokesman saying: "The meeting went well." The talks broke a 14-month impasse in which there had been no official meeting between leaders of the Sikh community in Punjab and the Prime Minister.

Just before the meeting with the Prime Minister, Sant Longowal and two aides had two meetings with the Cabinet sub-committee on Punjab.

Though the talks were described as being preliminary, it is significant that the Prime Minister was involved and it is unlikely either side would have agreed to meet if there was no possibility of some breakthrough.

Last night Mr Gandhi held a meeting of the Cabinet's political affairs committee, which has been closely involved in moves to solve the Punjab problem. In Sant Longowal the Government believes it has a man with whom a settlement can be reached, especially as he has insisted that a solution must be within the framework of the Constitution. He has also said he does not favour an independent Khalistan - the demand of the extremists - and has condemned terrorist violence.

The Government has met five of the Sikhs' seven demands. The aim has been to achieve a positive response from the Akali Dal and so speed the process of normalization.

The Government has, among other things, agreed to hold an inquiry into the riots in November after the death of Mrs Gandhi, in which hundreds of Sikhs died. It has ordered the release of 1,371 Sikh detainees and has lifted the ban on the All-India Sikh Students' Federation.

● Judge's mission: The judge hearing the inquiry into the Air-India Boeing 747 disaster off the Irish coast is to leave Delhi today for the Irish Republic.

Mr Justice B. N. Kirpal will visit Cork and examine the wreckage that has been recovered from the seabed before taking evidence from experts.

Right-wing rally to hear Thatcher

World conservative leaders are meeting here tomorrow for their first conference since the establishment two years ago of the International Democrat Union (IDU), the conservative equivalent of the Socialist International. Mrs Margaret Thatcher will deliver the keynote address at a dinner for the 140 party leaders and observers from 30 countries.

The British Prime Minister is one of seven heads of government attending the two-day meeting. The others are the Prime Ministers of Norway, Denmark, Jamaica, Belize, Grenada and Dominica. Chancellor Helmut Kohl, of West Germany, who attended the founding conference in London, was to have come, but instead the West German Christian Democrats will be represented by Herr Franz Josef Strauss of Bavaria and Herr Bernhard Vogel of Rheinland-Palatinate.

Vice-President George Bush will represent the US Republican Party, one of the 22 member parties, and Mr Caspar Weinberger, the Defence Secretary, will address the conservative leaders.

Dr Alois Mock, leader of the opposition Austrian People's Party and the chairman of the IDU, will open the meeting in a Washington hotel. The main discussions will centre on the promotion of democracy in the world, the Strategic Defence initiative, denationalization, and fighting youth unemployment, drug abuse and terrorism.

Negotiations are continuing. Community steel ministers meet in Brussels tomorrow to review progress.

Concession to Falashas

Jerusalem (Reuters) - Ethiopian Jews, angered because they have not been fully recognized as Jews in Israel, yesterday won a concession from rabbis who have demanded they undergo conversion rites guarantee their Jewishness.

Chief Rabbi Avraham Shapira and Mordechai Eliahu had previously demanded that the entire community of 15,000 Ethiopian Jews known as Falashas (strangers), take a Mikvah (ritual bath).

It was not immediately clear whether the concession would satisfy the immigrants, brought from the famine hit Horn of Africa in a secret airlift. They have been protesting against the rabbis for weeks.

After meeting the Prime Minister, Mr Shimon Peres, Israel's two Chief Rabbis said in a statement that the new immigrants, like other Jews, would be required to take a symbolic ritual bath only before marriage in cases where their Jewishness was doubted.

Chief Rabbi Avraham Shapira and Mordechai Eliahu had previously demanded that the entire community of 15,000 Ethiopian Jews known as Falashas (strangers), take a Mikvah (ritual bath).

Italian politicians demand action to prevent more disasters

4,000 men of the Alpine Regiment, firefighters and other civilian helpers have been at work since Friday's disaster.

The Army has begun to withdraw some of the men sent in to deal with the first effects of the catastrophe, but their withdrawal will not lower substantially the total of troops in the area. Those withdrawn will be replaced by specialists, including army engineers better trained for this aspect of the work of searching for corpses, clearing the debris, and making the whole area more secure.

Two areas of responsibility are under investigation: the supervision by the regional and provincial administrations politicians and civil servants; and the activities of the owner and technicians of Praelpi, the company which ran the quarry and reservoirs. An additional question is why basic national legislation for regulating environmental planning should have been before Parliament

for many months without even being debated.

The opposition Communist Party has tabled a motion calling on the Government to set up a special inquiry to see whether other potential dangers exist in the country. A Communist spokesman Signor Biagio Virgili, said: "We cannot contain a certain perplexity when facing the fact that three days from the disaster not one of those presumed to be responsible is in prison, and not one of the civil servants should have felt the civic and moral duty to hand in their resignations. This is not a comforting beginning."

Signora Nilde Iotti, the communist presiding officer of the Chamber of Deputies, said in a brief address before Signor Zamberletti's report: "We must identify the responsibilities for disasters of this kind before, not after, the deaths of hundreds of our fellow-citizens."

Meanwhile, in Trento the public prosecutor's office is continuing its investigations into the background to the disaster and has warned more 40 individuals they are under investigation for possible criminal offences.

Dr Francesco Simeoni, the chief public prosecutor, has also revealed that a technical inspection will be carried out later this week with special sounding apparatus to try to ascertain how long it took to build the earthworks and whether the work was done without authorities. The reservoirs have been the responsibility of three different companies since 1968.

Dr Luca Turco, the examining judge in Cavalese, close to here, has carried out his own investigation into the presence of Praelpi technicians at the reservoirs only hours before the disaster. There have been suspicions that they were aware that something was going wrong.

Dr Turco has said, however,



Mr Gandhi (left) meeting the Sikh leader, Sant Harchand Singh Longowal, in Delhi yesterday.

Welcome in Athens for clearing of airport From Mario Modiano Athens

PROMISE YOU LOWEST PRICES AND A GREAT DEAL MORE

If you find that any item you intend buying at COMET is currently advertised in stock at a lower price in any other showroom - let us know and... WE WILL BEAT THAT PRICE ON THE SPOT on all brand new current merchandise in stock.

Domestic Appliances

Washing Machines

Table listing washing machines with columns for Brand, Capacity, and Price. Includes models like Hoover, Zanussi, and Philips.

Tumble & Spin Dryers

Table listing tumble and spin dryers with columns for Brand, Capacity, and Price. Includes models like Hoover and Zanussi.

Vacuum Cleaners

Table listing vacuum cleaners with columns for Brand, Type, and Price. Includes models like Hoover and Zanussi.

Refrigeration

Refrigerators

Table listing refrigerators with columns for Brand, Capacity, and Price. Includes models like Hoover and Zanussi.

Deep Freezers

Table listing deep freezers with columns for Brand, Capacity, and Price. Includes models like Hoover and Zanussi.

Electric Cookers

Table listing electric cookers with columns for Brand, Features, and Price. Includes models like Hoover and Zanussi.

Small Appliances

Table listing small appliances like toasters, kettles, and coffee makers with columns for Brand and Price.

Electric Cookers-cont.

Table listing electric cookers (continued) with columns for Brand, Features, and Price.

Dual Fuel Cookers

Table listing dual fuel cookers with columns for Brand and Price.

Micro Wave Ovens

Table listing micro wave ovens with columns for Brand, Capacity, and Price.

Filter Coffee Makers

Table listing filter coffee makers with columns for Brand and Price.

Dry Irons

Table listing dry irons with columns for Brand and Price.

Haircare

Table listing haircare products like shavers and epilators with columns for Brand and Price.

Gas Appliances

Gas Cookers

Table listing gas cookers with columns for Brand, Features, and Price.

Gas Fires

Table listing gas fires with columns for Brand and Price.

Small Appliances

Cooking Appliances

Table listing cooking appliances like toasters and kettles with columns for Brand and Price.

Food Mixers

Table listing food mixers with columns for Brand and Price.

Toasters

Table listing toasters with columns for Brand and Price.

Electric Kettles

Table listing electric kettles with columns for Brand and Price.

Filter Coffee Makers

Table listing filter coffee makers with columns for Brand and Price.

Garden Equipment

Table listing garden equipment like lawnmowers and trimmers with columns for Brand and Price.

Television

Black & White T.V.'s

Table listing black and white televisions with columns for Brand, Size, and Price.

Colour T.V.'s

Table listing colour televisions with columns for Brand, Size, and Price.

Video

Video Recorders

Table listing video recorders with columns for Brand and Price.

VHS

Table listing VHS tapes with columns for Brand and Price.

T.V. & Video Accessories

Table listing TV and video accessories with columns for Brand and Price.

Black & Decker

Table listing Black & Decker power tools with columns for Brand and Price.

D.I.Y. Equipment

Table listing DIY equipment with columns for Brand and Price.

Garden Equipment

Table listing garden equipment (continued) with columns for Brand and Price.

Black & Decker

Table listing Black & Decker power tools (continued) with columns for Brand and Price.

Electric Kettles

Table listing electric kettles (continued) with columns for Brand and Price.

Filter Coffee Makers

Table listing filter coffee makers (continued) with columns for Brand and Price.

Radio Cassettes-cont.

Table listing radio cassettes (continued) with columns for Brand and Price.

Cassette Recorders

Table listing cassette recorders with columns for Brand and Price.

Personal Stereo

Table listing personal stereo equipment with columns for Brand and Price.

In-Car Entertainment

Table listing in-car entertainment systems with columns for Brand and Price.

Home Computers

Table listing home computers with columns for Brand, Type, and Price.

Calculators

Table listing calculators with columns for Brand and Price.

Music Centres

Table listing music centres with columns for Brand and Price.

Hi-Fi

Hi-Fi Systems

Table listing hi-fi systems with columns for Brand, Type, and Price.

Hi-Fi Rack Systems

Table listing hi-fi rack systems with columns for Brand and Price.

Stereo Amplifiers

Table listing stereo amplifiers with columns for Brand and Price.

Tuner Amplifiers

Table listing tuner amplifiers with columns for Brand and Price.

Hi-Fi Stereo Cassette Decks

Table listing hi-fi stereo cassette decks with columns for Brand and Price.

Compact Disc Players

Table listing compact disc players with columns for Brand and Price.

Turntables

Table listing turntables with columns for Brand and Price.

Photographs-cont.

Table listing photographs (continued) with columns for Brand, Type, and Price.

Accessories

Table listing accessories for cameras and film with columns for Brand and Price.

Slide Projectors

Table listing slide projectors with columns for Brand and Price.

Telescopes

Table listing telescopes with columns for Brand and Price.

Binoculars

Table listing binoculars with columns for Brand and Price.

Video Cameras

Table listing video cameras with columns for Brand and Price.

Video Camcorders

Table listing video camcorders with columns for Brand and Price.

Video Projectors

Table listing video projectors with columns for Brand and Price.

Video Monitors

Table listing video monitors with columns for Brand and Price.

Video Receivers

Table listing video receivers with columns for Brand and Price.

Video Switchers

Table listing video switchers with columns for Brand and Price.

Video Filters

Table listing video filters with columns for Brand and Price.

Video Cables

Table listing video cables with columns for Brand and Price.

Video Adapters

Table listing video adapters with columns for Brand and Price.

Photographs-cont.

Table listing photographs (continued) with columns for Brand, Type, and Price.

Accessories

Table listing accessories for cameras and film (continued) with columns for Brand and Price.

Slide Projectors

Table listing slide projectors (continued) with columns for Brand and Price.

Telescopes

Table listing telescopes (continued) with columns for Brand and Price.

Binoculars

Table listing binoculars (continued) with columns for Brand and Price.

Video Cameras

Table listing video cameras (continued) with columns for Brand and Price.

Video Camcorders

Table listing video camcorders (continued) with columns for Brand and Price.

Video Projectors

Table listing video projectors (continued) with columns for Brand and Price.

Video Monitors

Table listing video monitors (continued) with columns for Brand and Price.

Video Receivers

Table listing video receivers (continued) with columns for Brand and Price.

Video Switchers

Table listing video switchers (continued) with columns for Brand and Price.

Video Filters

Table listing video filters (continued) with columns for Brand and Price.

Video Cables

Table listing video cables (continued) with columns for Brand and Price.

Video Adapters

Table listing video adapters (continued) with columns for Brand and Price.

Photographs-cont.

Table listing photographs (continued) with columns for Brand, Type, and Price.

Accessories

Table listing accessories for cameras and film (continued) with columns for Brand and Price.

Slide Projectors

Table listing slide projectors (continued) with columns for Brand and Price.

Telescopes

Table listing telescopes (continued) with columns for Brand and Price.

Binoculars

Table listing binoculars (continued) with columns for Brand and Price.

Video Cameras

Table listing video cameras (continued) with columns for Brand and Price.

Video Camcorders

Table listing video camcorders (continued) with columns for Brand and Price.

Video Projectors

Table listing video projectors (continued) with columns for Brand and Price.

Video Monitors

Table listing video monitors (continued) with columns for Brand and Price.

Video Receivers

Table listing video receivers (continued) with columns for Brand and Price.

Video Switchers

Table listing video switchers (continued) with columns for Brand and Price.

Video Filters

Table listing video filters (continued) with columns for Brand and Price.

Video Cables

Table listing video cables (continued) with columns for Brand and Price.

Video Adapters

Table listing video adapters (continued) with columns for Brand and Price.



COMET DISCOUNT Radio - Television - Video - Hi-Fi - Photographic - Home Computers Electrical and Gas Appliances. ALL BRANCHES ARE OPEN DAILY TO THE PUBLIC. LATE NIGHT SHOPPING 9 am until 8 pm Monday to Friday (Saturday 9 am until 5.30 pm). ALL SCOTCH BRANCHES ARE ALSO OPEN EVERY SUNDAY 10am until 5pm (except Ayr, Dumfries and Greenock). For the address of your nearest COMET branch, see your local Telephone Directory or Ring Teledata 24-hour service on 01-200 0200.

5 Year Guarantee advertisement for COMET products. You have the option to extend your guarantee to 5 years including parts & labour for one single payment. Includes list of products covered by the guarantee.

Prisoner of apartheid

Samuel Dash, in a rare interview with black activist Nelson Mandela, found that 23 years in jail have left his fighting spirit undimmed



South Africa's face of freedom: Nelson Mandela pictured while imprisoned on Robben Island

Mandela, leading a nation in chains

The name of Nelson Mandela is daubed on walls in South Africa's black ghettos. It is chanted at the funerals of blacks killed by the police. It is the national and international symbol of black resistance to apartheid.

When I travelled to South Africa last January to speak at a conference on the sentencing of criminal offenders, I hardly expected to become the first American permitted to visit and interview Nelson Mandela, the imprisoned leader of the banned African National Congress.

The man who has become such an inspirational figure was born in 1918, the eldest son of an Xhosa (next biggest tribe to the Zulus) chief in what is now the nominally independent homeland called Transkei.

Mandela declined his own freedom, presenting the authorities with counter-demands for the legalization of his organization and the freeing of his fellow-prisoners.

Things may never be the same in British TV again. In fact, time is on the BBC's side. It knows that the makers of Dallas, Lorimar, will not be happy to let the series go unseen in Britain and may safely wait for conditions to move in its favour.

When asked how he reconciled such moderate positions with his organization's avowed goal of overthrowing the South African regime by force, Mandela said he wished that the changes he sought for South Africa could be achieved peacefully.

Dallas power play with the real JRs

A look of genuine bewilderment crosses Alastair Milne's face. "It is one of the most bizarre episodes in the history of television. I can't believe it", he muses.

Clearly if the Director General of the BBC feels that way in the midst of the turmoil now afflicting the Corporation, the poaching of Dallas must be something extraordinary.

Had things turned out as planned, Brian Cowgill, the fiery Thames managing director who masterminded the coup, would have stepped up to become chairman of the ITV company in a few weeks' time.

The key to the Dallas saga can usually be discerned from the first-class passenger lists of separate flights from Heathrow to Los Angeles.

around, little need for new product, and a downturn in advertising revenue was causing financial worries. So the trip was cancelled. The BBC went as usual, intent on looking at new material and completing its annual negotiation for Dallas.

The acute embarrassment which this caused Fox was to cost Cowgill, who had initiated the secret talks on Dallas, dear.

The news of the Thames coup was broken not by the ITV company itself but by a furious Grade, backed up by the managing director of BBC TV, Bill Cotton.

Lord Thomson, the former Labour Cabinet Minister George Thomson, later EEC Commissioner and IBA chairman since 1982, talks about a joint satellite service with Stuart Young in particular and Thomson became anxious that the Dallas deal was causing unnecessary harm to the duopoly of British broadcasting.

support for his complaint about the Thames' behaviour. The following day Cowgill was summoned to the authority and told to find any way he could to give the programmes to the BBC.

Why did the IBA react so strongly and swiftly to condemn the Dallas deal? For the answer one must look at the current environment of British broadcasting.

The greatest threat for both the BBC and ITV now is that they have a vocal opponent of their duopoly at large in the figure of Cowgill.

The Dallas saga is a racy tale of British television boardroom intrigue. But, more importantly, it is a function of the increasing pressures which now face conventional broadcasting in a modern world which is seeking diversity and competition.

THE CAST LIST

- BBC: Michael Grade (left), Controller of BBC 1 since 1984, and the Corporation's first appointment from ITV. He was formerly director of programmes at LWT before leaving to become a producer in Los Angeles.
- Alastair Milne, Director General of the Corporation since 1982, and a BBC executive for most of his working life.
- Stuart Young, chairman of the BBC since 1983, accountant and brother of Lord Young the Cabinet Minister.
- ITV: Bryan Cowgill (left), Managing Director of Thames until last July and the man behind the station's bid to buy Dallas. Local reporter turned BBC executive, he was director of news and current affairs before joining Thames in 1977.
- Paul Fox, managing director of Yorkshire, was Cowgill's first BBC boss and the two later became firm friends working their way up the Corporation ladder.
- Fox, then Controller of BBC 1, left the Corporation to join Yorkshire in 1973.
- Hugh Dundas - chairman of Thames and one of its main shareholders, British Electric Traction. A much decorated wartime fighter pilot, Dundas was due to retire as chairman of Thames this summer to be succeeded by Cowgill, but the Dallas crisis made him decide to stay on.
- IBA: Lord Thomson, the former Labour Cabinet Minister George Thomson, later EEC Commissioner and IBA chairman since 1982, talks about a joint satellite service with Stuart Young in particular and Thomson became anxious that the Dallas deal was causing unnecessary harm to the duopoly of British broadcasting.
- John Whitney, director general of the IBA since 1982 and a former managing director of Capital Radio, which he helped found.

David Hewson

TOMORROW COULD CHANGE YOUR LIFE.

PAGES OF JOBS FOR Chief Executives, Managing Directors, Directors, Sales and Marketing Executives, Public, Finance and Overseas Appointments.

SEE GENERAL APPOINTMENTS IN THE TIMES TOMORROW

Digging into family fortunes

When Winifred Young died, leaving £30,000, she named no beneficiaries. The solicitors handling her estate discovered that there was no immediate family and little trace of relatives.



amount will grow. As Roger Hooper says: "Since the numbers born out of wedlock are on the increase - now up to 15 per cent of all births - our job is going to get more difficult.

The same can apply even when the beneficiaries are named. Each year Lloyds Bank's trustee department deals with 5,000 wills. Mike McAuliffe, manager of the department, says: "Only in about 30 cases a year are searches necessary and, since we are dealing only with those who leave wills, they are usually successful.

TOMORROW

Times Profile of the Speaker, Mr Bernard Weatherill, on the eve of the summer recess

CONCISE CROSSWORD (No 704)

ACROSS: 1 River turbulence (6); 4 Formless microcosm (6); 7 Saucy (4); 8 Family bias (8); 9 Nonpareil (5); 13 Cattle female (3); 16 Including all (13); 17 Battle (3); 19 Sealed (8); 24 Sailor's container (8); 25 Humane (4); 26 Influx (6); 27 Rock dove (6).

DOWN: 1 Hemp cord (4); 2 Actor (9); 3 Cranial cavity (3); 4 Savoury jelly (5); 5 Pledge (4); 6 Lowest singer (5); 10 Ground (5); 11 Escort (5); 12 Therefore (5).

SOLUTION TO No 703: 1 Smiles 2 Host 3 Range 9 Garnish 11 Scraphim 13 Tuna 15 Premeditative 17 Tape 18 Catacomb 21 Hatchet 22 Tamar 23 Hyman 24 Yankee 25 DOWNS: 2 Miner 3 Tee 4 Significantly 5 Hunt 6 Stimuli 7 Crosspatch 10 Hindenburg 12 Peak 14 Saga 16 Empathy 19 Outre 20 Thin 22 Tan

Josephine Hills

WEDNESDAY PAGE

Housewife up the Amazon

Glenys Crane, once scared of insects, left suburbia for a perilous trip through the Peruvian jungle. Sally Brompton reports

When Glenys Crane decided to abandon her husband and two small children to go on an expedition up the Amazon, her family and friends said she was irresponsible and crazy.

That, however, was nearly two years before the expedition's intended departure date and, as Glenys now admits, "None of us thought it would actually happen."

She first heard about the trip on a visit to the London Zoo with her children. "I was chatting to the head insect keeper and he said he'd been to Peru and was going back again."

So Glenys Crane began saving every penny she could from the £200 she took home each month from her job as a school secretary. She went to evening classes to brush up her schoolgirl Spanish and to the local gym to "get myself a bit in trim".

The more I learned, the more I started really panicking

And, like the other seven members of the proposed expedition, she read everything she could lay her hands on about Peru.

"The more I learned, the more I started really panicking", she confesses. "Dave has a very easy-going nature but I said 'It's not fair on the children and you. What happens if I never come back? I'll be bitten by a rabid dog or a vampire bat. Or I'll be raped and left to die in the jungle.'"

"I discovered that there's a particular disease for which there's no cure. And there are all sorts of waterborne parasites that can kill you, not to mention the local guerrillas who are shooting people all over the place."

The final straw was when a member of their party with some medical experience, announced he would be taking a general anaesthetic with him in case anyone needed to have their foot amputated after being lacerated by a cayman (alligator).

"I started thinking 'what am I doing? Here I am in a nice comfy home with a nice family. What on earth am I doing? But Dave said 'nonsense - you could just as easily be run over crossing the road. Even so, I felt he was being extra calm about it and we had a lot more against us than just crossing the road.'"

The expedition, which cost about £1,700 each, was intended to be semi-scientific and consisted of three women and five men aged between 22 and 42. Two of the couples were married and the party included a post office engineer, an Australian geologist, a medical student, a Lambeth park keeper and a film editor. "It was

a very good exercise for me to feel that I could be independent and chug along with 22-year-olds."

They arrived in Lima at the end of August (1984), laden down with supplies and equipment to cope with every foreseeable eventuality.

Their plan was to rent a boat and spend two weeks travelling more than 500 miles down the Ucayali River which is one of the main sources of the Amazon, from Pucallpa to Iquitos. One of the members of the expedition was keen to collect specimens of insect larvae to bring home for scientific purposes.

For Glenys Crane, who had never been further afield than Majorca on a package holiday, it was intrepid stuff to say the least. As the only Spanish speaker in the party it was her act as interpreter - especially when it came to renting a boat.

And finding a suitable boat proved to be harder than the expedition members had envisaged. The port authorities in Pucallpa wanted to charge them a small fortune for what was virtually a shell with a roof. Finally they tracked down a small-time entrepreneur named Daniel who was prepared to rent them a pair of even flimsier craft for \$800, along with himself and two other Peruvians - Roberto and Tio - as crew.

The local police wrote them a letter of safe passage to show to the port authorities along the way in the hope of discouraging would-be assassins.

The boats were made of wood, with tin roofs peppered with holes and no toilet facilities. They had propellers at the back, space for a large tin of gasoline and planks for seats. They did not have the regulation lights on top, nor any form of life-saving equipment.

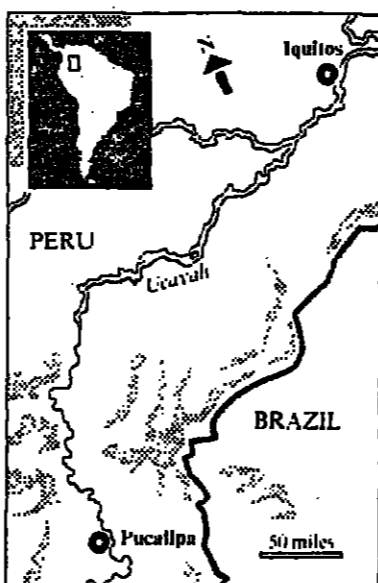
With only two weeks to complete their journey, the expedition found they had set themselves a gruelling pace. They travelled all day, stopping just before dusk to erect their tents and get a meal going before the mosquitoes came out to play. Once, the party was confronted by a pack of snarling wild dogs. "Oh my God, this is it!" she thought, desperately trying to remember what she had read about holding her ground and finding a stick to throw at them. Her life was saved by one of the natives who saw what was happening and whistled the dogs off.

One of the expedition's biggest worries was being mistaken for guerrillas, militiamen or drug-runners. "We tried to look as domestic as possible and having three women in the crew had guns, the others carried only sheath knives with machetes for cutting their way through the jungle."

"It was not until the second night that we discovered that the crew had to stay up and guard us all night in shifts."

Once, they decided to keep going all through the night to make up time and the crew roped the two boats together so that one propped up the other and they found water melons along the way to quench our thirst."

On one occasion, cooking egg and chips, Glenys was besieged by flies which kept bouncing off the miner's



Home again: Glenys Crane with her husband Dave (top); taking a break on the river bank (below)

"We knew that the river was full of dangerous fish and cayman and we were really getting quite panicky because we were going under and we were pulling the other boat under."

"We just made it to the beach in time and had to spend ages bailing out." It emerged that water had been dribbling from one boat into the other.

Their daily meal became something of a ritual. Initially they were meticulous about hygiene, refusing to touch the crew's food, using a pressure cooker to cook their own in order to keep it germ free. "We would spend hours messing about, trying to make something in this pressure cooker and within five minutes the crew would have a log fire going and all these lovely smells of fried banana

We found that the crew had to stay up all night to guard us

and fish and it was just too much", says Glenys.

"Our standards went right down. We washed our pots in the river, scouring them out with sand. We boiled up the river water to make soups. We even paddled, which you're warned not to do because of stingrays and footworms and parasites that get in under your toenails. But it was just so cool and pleasant to be paddling that I didn't even think about it."

"Roberto was a fantastic cook and made us delicious fried fish and stews. We'd brought some rice, oats and potatoes and we found water melons along the way to quench our thirst."

On one occasion, cooking egg and chips, Glenys was besieged by flies which kept bouncing off the miner's

type lamp she was wearing on her head and falling into the food.

"To start with I kept thinking 'I must get those out', but then someone came along furnished and helped themselves to a whole portion of chips, eggs and flies and I thought 'oh, well'. You just couldn't cope with it. So we just sat there and ate eggs, chips and flies and thought nothing of it."

They discovered that their water-purifying equipment was useless when it came to trying to filter the thick muddy water of the Amazon. Instead they bought drinking water from the villages they passed, filling up their flasks from enormous containers and using purifying tablets.

For two weeks they did not wash - either themselves or their clothes. The white shirts and trousers they had brought to enable them to be easily spotted if they got lost in the jungle quickly became filthy. Glenys had suggested they bring bee-keeping hats to keep the mosquitoes off their faces and they wore special ankle guards to protect them from snakes.

The natives were friendly - and enormously curious about these strange white foreigners, and they stood around in circles and watched everything they did. The local children collected bird-eating spiders and spotted snakes for them and lizards and caterpillars to bring home.

"We saw lots of cayman, tropical birds, beautiful butterflies and an anteater", says Glenys who at home's scared of daddy longlegs. Her own menagerie, consisting of two cats, a rabbit and nine tortoises, was being cared for back in Beckenham by Dave and their children - Samantha, 11, and Robert, 9.

"The children were just the right age to be able to cope without me", says Glenys. "Dave was marvellous. He got reduced hours from work and saw the children off to school and got back before they came home. They lived a lot on fish fingers and

beefburgers which suited Robert down to the ground. And Samantha made fruit salads and chocolate mousses and burned Dave's toast every morning."

"Dave said it was all a piece of cake. He decided that ironing wasn't necessary except for Robert's cub scarf. And Robert only had one hair wash which was the day before I came

I might as well rot in the jungle as in Beckenham

home. Dave got the neighbours to vouch that his hair hadn't looked dirty all that time."

It was only after leaving the jungle and the river and starting on the sightseeing part of their trip that Glenys began to feel homesick. "The atmosphere in the jungle was absolutely indescribable. The river, the heat, the air, the sounds of the animals and birds, the clouds and the sunsets were all magical."

"It was lovely coming home", she says, "just like a film. Dave came to meet me at the airport and we just fell on each other and burst into tears."

"I think it did our marriage a lot of good, actually. Dave learned a lot and got closer to the children. And we realized how much we meant to each other." Her ambition now is to write a book about her adventures and go back one day with her family.

"The whole trip had a slightly dreamlike quality to me", admits Glenys. "I didn't really think I'd go and then I thought 'I would never come back. I thought 'Oh, well - it's an interesting way to go. I might as well rot in the jungle as die in my seventies in Beckenham.'"

Fishy dishes in paper parcels



Shona Crawford Poole

Food baked in paper parcels, or papillote, has a special appeal which is something to do with the anticipation that always goes with opening a package. To the hairdresser papillotes are curling papers, to the butcher cutlet frills, and to the confectioner they are sweet wrappers. But to the cook they are neat paper parcels which concentrate flavours and save on washing up. It is a quick, clean and simple way of cooking fish.

Frozen fish can lose a lot of liquid when cooked en papillote, making rather soggy parcels. Fresh fish is a much better bet.

The fragile, feathery leaves of dill or fennel give a not too powerful flavouring of aniseed to freshwater fish like trout. Of the two herbs I prefer the harder taste of dill.

Truite en papillote Serves two 45 g (1 1/2 oz) butter, softened 2 trout, about 225 g (8 oz) each 4 sprigs dill or fennel Salt and freshly ground black pepper 1 shallot, very thinly sliced 4 tablespoons fish stock or dry white wine

Cut two large ovals of baking parchment or greaseproof paper at least 15 cm (6 inches) longer than the length of the trout. Fold them in half lengthwise, then open and grease the inside of each paper with butter.

Clean the trout, removing the fins and trimming the tail, but leaving on the head. Put a sprig of fennel in each fish and season them inside and out.

On to each prepared paper lay a few rings of shallot and a fish - placing the fish on one side of the opened centre-fold. Top it with a few more rings of shallot, a second sprig of dill or fennel, small dots of the remaining butter and two tablespoons of fish stock or wine. Fold the paper over the fish, pleating the edges to form loose parcels. Start by turning the paper over twice or more at one side and work round.

Heat a baking tin or dish for five minutes in a preheated hot oven (230°C/450°F, gas mark 8). Put the parcels on the heated dish and return it to the oven for about 10 minutes. Serve the fish in its parcel.

Fish steaks or cutlets can be cooked in the same way, and it is a particularly good method for any fish which has a tendency to be dry, as wild salmon sometimes is.

In the meantime, more routine vegetables are usually best at least partly pre-cooked too. Julienne or matchstick strips of carrots, leeks or spring onions, and celery can be varied with additions of white turnip, bulb fennel or salsify.

The next recipe is for chunky cutlets of cod, but similar cuts of other fish - halibut, turbot, and salmon, for example - combine well with root vegetables.

Cod in parchment Serves four Up to 85 g (3 oz) butter, see method 4 cod cutlets, about 170 g (6 oz) each 110 g (4 oz) carrot 110 g (4 oz) leek or spring onion 55 g (2 oz) celery 4 tablespoons fish stock or dry white wine Salt and freshly ground black pepper 4 tablespoons finely chopped parsley

Cut two 2.5cm (1 inch) circles of baking parchment or greaseproof paper and fold them in half. Open them and grease the inside with butter.

Cut the monkfish into two strips and season it. Lay it on the prepared papers. Drain and season the chopped tomato and divide it between the two pieces of fish. Top with sprigs of basil and fasten the parcels by folding the edges of the paper.

Bake the papillotes on a preheated dish in a hot oven (230°C/450°F, gas mark 8) for about 10 minutes. Serve the fish in its parcels.

Cut four circles of baking parchment or greaseproof paper which have a diameter at least 15 cm (6 inches) greater than the length of the cutlets. Fold the circles in half, then open them and grease the inside of each paper with butter.

Cut the carrot, leek or spring onion and celery into very fine julienne strips (these will look nicest if they are all about the same length) and cook them until just tender, either in the remaining butter or in fish stock.

Drain and season the vegetables and divide them between the four prepared papers. Dry and season the fish and lay one cutlet on each paper. Sprinkle the fish with a little chopped parsley and a tablespoonful of stock or wine. Bring the edges of the paper together and fold them over to close the parcels. Bake them on a pre-heated dish in a hot oven (230°C/450°F, gas mark 8) for about 10 minutes. The exact timing will depend on the size of the cutlets. Serve an unopened parcel to each diner.

Monkfish is a particularly good choice for anyone who is nervous about fish bones.

because it has one central bone which is very easily removed and no pin-cushion of small bones to trap the unwary. Monkfish is the one which is so ugly that you never see the whole thing on the fishmonger's slab - only the skinned tails. Even these are not a particularly pretty sight, but the cooked flesh is so firm and sweet that it is sometimes passed off as lobster. Parcels of monkfish - *lotte* in France - are flavoured here with fresh tomato and basil.

Lotte en papillote Serves two 15g (1/2 oz) butter About 225g (8oz) fillet of monkfish Salt and freshly ground black pepper 110g (4oz) ripe tomatoes, skinned deseeded and chopped 2 sprigs fresh basil

Cut two 2.5cm (1 inch) circles of baking parchment or greaseproof paper and fold them in half. Open them and grease the inside with butter.

Cut the monkfish into two strips and season it. Lay it on the prepared papers. Drain and season the chopped tomato and divide it between the two pieces of fish. Top with sprigs of basil and fasten the parcels by folding the edges of the paper.

Bake the papillotes on a preheated dish in a hot oven (230°C/450°F, gas mark 8) for about 10 minutes. Serve the fish in its parcels.

Great sporting moments with the egg and spoon

There is a particularly masochistic tradition in our schools to end every year with a sports day. I used to assume that it was a lemming-like urge which compelled us to gather annually on breezy sports fields. However, having served for a year on the PTA committee of my children's school - another lemming-like urge - I now know that these events are planned well in advance. Hard on the heels of whatever jolly romp is planned for everyone at Christmas the date for sports day is fixed, and once fixed it can do nothing but draw nearer.

Most schools will combine the sports with a fund-raising event, which is where the parents swing into action led by the PTA committee, upon which sit a high proportion of Great British Volunteers. (Opinion is divided as to whether they are the salt of the earth or officially recognized mugs.)

Initially the job of the committee is to persuade people that sports day will not go away if they ignore it, that it has to be faced up to and got over with, and generally try to combat the massive inertia which comes over everyone when sports day is mentioned.

In the first of a series Jane Ions, surgeon's wife and mother of two, offers a survival guide to sports day

MRS IONS' DIARY

the other side of the equation, your children will be buying up someone else's rubbish, or even, if you are very unlucky, buying your old rubbish back. An air of resignation hangs over the whole proceedings, you know you can't win but you are hoping you don't lose too badly.

The only stall capable of generating genuine interest is the cake stall which is besieged by women in a frenzy of anxiety to get something for tea, at least, out of all this. Anything worth eating will have disappeared within half an hour. The remainder, usually a cluster of rice crispy cakes and a tray of runny toffee, will still be there three hours later, creeping to the edges of the table with shame at being so consistently spurned before finally being bought by the person who made them, unable to stand it any longer.

As for the sports, it's no good hoping they'll be rained off because they never are. True, it will look like rain all morning and you will nourish hope in your heart until the very last



Jane with Peter (aged six) and Alison (aged four)

minute when the sun will come out and shine fitfully and you will have to stand in a chill wind waving and cheering and watching your children lose races. Those spectators who are involved in Open University degrees are the only ones who can equate the activity on the field with what is written in the programme. If they can predict successfully which race is coming next for 10 consecutive years they gain half a credit. The rest of us have to

concentrate the whole time in case we miss the events our children have been entered for. You may turn away for a moment to adjust the position of the sack of rubbish you are carrying over your left shoulder but at the very instant your child does something magnificent with an egg and spoon. So be on your guard in case they rush up to you afterwards and say: "Mum, did you see that? I flipped the egg up in the air, balanced it on my nose,

rolled it down my arm and caught it in the spoon!" The golden rule is not to say: "Oh dear, I must have missed that." You must say: "Yes, wasn't that great?" because if you don't, their only recollection of the hours you spent on sports fields cheering and waving will be the occasion on which you turned aside and missed the pinnacle of their sporting career.

My earliest memories of sports day are of being roped by the leg to another child of my height and told to run 20 yards. This was patently impossible because I had someone hanging off my leg. We struggled to the finishing line, kicking and punching each other, and I've never felt comfortable about sport since.

When I reached the sixth form at school I discovered that the only way to deal with sports day was to lie at the back of the field with a book and a bag of crisps and wait until they had thrashed the whole thing out. Then you can emerge, say well done to everyone wearing a T-shirt, and go home.

At the end of the day, the salt of the earth cheer up. They snatch crisp packets out of a stiff breeze, subdue the trestles and wonder how soon they can sneak off. The pillars of salt stay until the very end. Never ask a pillar of salt for a lift home, you will be faint with weariness by the time they have finished chatting with the caretaker.

And so it's over for another year. We shall say how lucky we were with the weather and what a goodish amount of money we raised and how much we all enjoyed it. For that is what we have to say. Anything else would be unspurious.

BACK SUFFERERS! The relief you've been waiting for. AS SEEN ON T.V. WRONG: A sagging bed can aggravate back pain. RIGHT: The OBAS bed gives correct support for each posture, helping to bring about relaxation and relief from pain. Years of experience. We are the experts. Tell us that standard beds may not be right for every human body. What's the answer? Who are OBAS? OBAS House, London, E3 4BR.

play JRs support for his complaint about... The more I learned, the more I started really panicking... The more I learned, the more I started really panicking... Tomorrow... SWORN... MRS IONS' DIARY... Great sporting moments with the egg and spoon... BACK SUFFERERS! The relief you've been waiting for... AS SEEN ON T.V. WRONG: A sagging bed can aggravate back pain. RIGHT: The OBAS bed gives correct support for each posture, helping to bring about relaxation and relief from pain. Years of experience. We are the experts. Tell us that standard beds may not be right for every human body. What's the answer? Who are OBAS? OBAS House, London, E3 4BR.

THE TIMES DIARY

Denis's rugby pass

Just how extensive is Denis Thatcher's involvement with South African rugby? Yesterday I revealed that he is vice-president of a Welsh invitation club which is quietly planning to tour South Africa next month. I now learn that in January, 1984, he had a private meeting near Cape Town with Dr Danie Craven, president of the South African rugby board, while on a business trip to South Africa in his capacity as director of the Burmah Oil subsidiary Quinton Hazell. What was discussed is not known, but back in Britain at that time the government, and sports minister Neil McFarlane, were doing their utmost to prevent the planned tour to South Africa later that year of the English Rugby Union. The tour went ahead, and black nations, who feel Mrs Thatcher should have intervened personally, may still boycott the Commonwealth Games in Edinburgh next year in protest. Denis Thatcher was not available for comment yesterday. When I rang Dr Craven his first comment was: "Well, we have not said anything about it. That meeting was so long ago I don't want to talk about it." Later he backtracked, refusing to confirm or deny that it took place.

Foreign exchange

Someone at British Telecom has stumbled on a splendid way of keeping our cultural heritage in this country: cut off foreign telephone bidders half-way through an auction. It nearly happened at Sotheby's yesterday. Amid great tension, a telephone bidder from abroad had pushed a British rival up to £72,000 for Charles II's Declaration of Breda when suddenly the phone went dead. Confusion reigned. Auctioneer Roy Davids announced he would sell to the floor if the call was lost. A Sotheby's official frantically dialled the number once, then twice, and was finally reconnected in the nick of time. The fortunate foreigner went on to acquire the document for £85,000.

Break away

Most miners and their families who supported the NUM strike will be hard-pressed to afford even a week's holiday this summer. Not so Neil Myers. Arthur Scargill's American-born right-hand woman and press officer. Though the NUM must yearn for a good press to counter the Notts breakaway, she has just departed for a five-week break in sunny San Francisco.

Removal costs

So this is how London Regional Transport is spending our fares: on printing 700 posters for the GLC's Metropolitan Mikado, Ned Sherrin's satirical sequel to last year's *Ratepayers' Tolanthe*. Why is it doing this? Because at the last moment the board of LRT decided the John Kent cartoons of Thatcher, Heseltine, Kinnoch et al depicted on the posters were too political and should be removed. In a fit of generosity, it agreed to foot the £4500 bill for reprinting the poster, which will now appear on 300 buses and in 400 tubes with a large white space where the cartoons should have been.

Wax lyrical

My piece about Julie Jackson's arcane thesis on *Life History Characteristics of Widges in Temporary Pools* has spawned a host of rivals. Readers write to tell me of those on *Melopoeta*, *Phonopoeia*, *Logopoeia* and the *Evolution of Ezra Pound's Literary Technique* (Manchester), *Bees and Beeking* (Leicester), *The Gnome and Its Uses in Certain Old English Poems* (Oxford), and *The Influence on Their Decision-Making of the Different Interpretations of Actors Involved in the Garbage Strike and Boycott of 1968 at Memphis, Tennessee* (Queen's University, Belfast). My favourite to date: *The Leg Muscles of the Adult Honey-Bee* (London).



BARRY FANTONI

Leak leaked

I have yet another leak from the Commons Privileges Committee. Its investigation into ways of preventing leaks from select committees - begun after I disclosed details of the Home Affairs Committee draft report on the Special Branch in March - has concluded that they cannot be prevented. The committee met yesterday to finalize a report whose sole significant recommendation, says my mole, is that MPs on select committees should sign statements acknowledging an obligation to respect confidentiality. This would include, I presume, MPs on the privileges committee.

PHS

Could this treaty attack backfire?

Britain is giving the US an early warning: Lawrence Freedman outlines the problem

A charge of Soviet "violations" of the Anti-Ballistic Missile treaty, being made by the Reagan Administration, is causing dissension within the US government and among its western allies. The issue is coming to a head because of a planned US military installation in Britain which, it is feared, may lay open the two countries to a charge of double standards.

The allegation concerns a large phased-array radar under construction at Abalakova near Krasnoyarsk, some 2,000 miles east of Moscow. Phased array radars are much more advanced than the previous generation of mechanically-steered radars, for their beams can be redirected electronically and are thus able to pick up, identify and track simultaneously a greater range of targets.

During negotiations on the 1972 ABM treaty Americans put a lot of effort into securing restrictions on radars. They can be used for a variety of purposes: early warning of a missile attack, tracking objects in space and pinpointing targets for anti-ballistic missiles. While the first two purposes may be relatively benign, that is not the case with the third.

Because of the time it takes to build these radars, their construction would be the necessary first stage in the preparation of a "breakout" from the constraints of the ABM treaty. Accordingly the US negotiators insisted that any new radars - whatever their ostensible purpose - should not be located or constructed in such a way that they could be an effective part of a ballistic missile defence system. Article VI of the treaty commits the two parties "not to deploy in the future radars for early warning of strategic ballistic missile attacks except at locations along the periphery of the national territory and oriented outwards".

In the late 1970s the Soviet Union began work on a new large phased-array radar at Pechora in the North. Six of these Pechora-type radars are

now either in operation or under construction. When the last of these is completed in a few years time it will provide almost complete coverage of the potential sources of ballistic missile attack against the Soviet Union.

The Krasnoyarsk radar is the last of this set, and appears to be intended to cover American submarines based in the Northern Pacific. As soon as work began in 1983 the US queried whether the new radar conformed with the treaty, pointing out that it was 400 miles away from the Soviet border and not oriented outwards alone.

One explanation for the radar's location is convenience. It is close to the Trans-Siberian Railway and power sources, and away from the permafrost. This sort of explanation had been offered when the Americans questioned the first radar in the series. 150 miles from the periphery. But later radars were constructed in comparably difficult conditions.

The Russians insisted that the radar was intended solely for space tracking and that this will become apparent when the radar eventually starts to emit signals.

The Americans note that the radar is far more powerful than it need be for space tracking, lacks a suitable orientation and is in all its external characteristics exactly like the others in the Pechora series. Might it not, they suggest, be exactly the sort of development that Article VI in the treaty was designed to prevent? In the Pentagon's annual publication on Soviet military power, the Krasnoyarsk radar is described as being for "ballistic missile target tracking", for an eventual ABM system.

The evidence that the radar is the advance stage of a full-scale ballistic missile defence of the Soviet Union

is flimsy. There are no indicators that would betray such a purpose: it is not designed to withstand nuclear attack; it is undefended by surface-to-air missiles; it is not associated with the sort of specialized radars necessary to guide interceptor missiles to the incoming warheads.

The US administration is divided on the issue, with the State Department and the CIA sceptical of the Pentagon's alarming interpretation. This scepticism is shared by America's allies, who are nervous lest the issue lead to a reduced commitment to arms control.

Worries surfaced in Washington earlier this year when a report by the British Cabinet's Joint Intelligence Committee was leaked to the press. It rejected the argument that the Krasnoyarsk radar was intended for eventual missile defence and suggested that the Soviet claims about space tracking were "plausible".

The British have a particular reason for being nervous: the US plans to install a similar large phased-array radar over the next few years at the early warning facility at Fylingdales Moors in Yorkshire. In his latest report to Congress, Defence Secretary Caspar Weinberger mentioned that work on such a project would begin during the coming year.

The British government was less than happy. The installation was not yet agreed. It is not that there are objections to the principle of improving the somewhat obsolescent and expensive-to-maintain system at Fylingdales but that this might be vulnerable to allegations of violation comparable to those raised by the US in connection with Krasnoyarsk.

Not only will the new phased-array not be "on the periphery" of the US or oriented outwards but it

also might be contrary to Article IX which prohibits either side from deploying "outside its national territory ABM systems or their components limited by this Treaty". When the treaty was signed the Americans explained that existing radars (such as Fylingdales) were excluded from these provisions, while Article VII allowed for the eventual "modernization or replacement" of existing systems.

It might, however, be argued that this new radar is so much more powerful than that which it replaces and of a type specifically prohibited that it cannot be described as straightforward modernization. To justify their case, the Americans must claim that any radar on the Fylingdales site is allowed because a radar was there in 1972.

The British government's legal experts are persuaded that this is allowed; and there is no doubt that this radar is solely for early warning and space tracking purposes and is not geared to a ballistic missile defence system. But if the issue is strict adherence to the terms of the treaty - as insisted on by the US in connection with Krasnoyarsk - then the government is nervous.

Krasnoyarsk is more suspicious than Fylingdales, which may be why the Soviet Union has done little more than make it known that it is aware of the issues raised by the new Fylingdales radar. It has also been made aware that concern over Krasnoyarsk extends beyond hawks in the Pentagon and includes many opponents of "Star Wars".

It is to be hoped that Moscow will continue to explore ways of handling this sensitive issue with the US but that will not be easy. The Kremlin may resort to counter-allegations, in which case Fylingdales will become a tempting target. The ABM treaty could thus be placed under intolerable strain.

The author is Professor of War Studies at King's College, London.

© Times Newspapers Limited, 1985

Paul Valley defends Live Aid's unorthodox field approach to famine relief

Bureaucrats, take note

"But what happens when this money is turned into food and gets out into the world? I have seen sacks of powdered milk grabbed from an American plane in West Africa by local crooks. So what will happen to the money? Anyone who watched for 10 hours at Wembley ought to want to know that." So wrote one censorious commentator after carping about what he called the barbaric music of last week's Live Aid concert.

It was sobering to return from the starving villages of western Sudan to discover such sour spleen being vented upon the pop industry's fundraising. Anyone who has spent time in Africa in recent years can, of course, tell his own tales of food misappropriation - grain stolen by soldiers or milk powder smuggled by corrupt officials into the market places; relief workers routinely make allowance for such "seepage" and it only becomes an issue when monitoring shows that it is reaching unacceptable levels.

But this was not the real point of the egregious innuendo quoted above. The comment really implied that these pop people were a naive, undisciplined and rather unsavoury bunch of innocents who would not last long in the big bad world.

Such is the nature of Band Aid's rude appeal that it inspires these violent reactions. Bob Geldof probably would not have it any other way. Indeed he has made something of a virtue of it.

When Geldof arrived in Ethiopia at the beginning of this year his behaviour embarrassed senior diplomats and relief workers. In the best traditions of his punk provocation the pop star put his feet on the table in the office of a high-ranking Ethiopian dignitary, summoned senior government officials by their first name and when the head of the Relief and Rehabilitation Commission, Dawit Giorgis, suggested that Geldof's own career might benefit from the venture, the singer responded with two words of unsurpassable vigour.

It was, however, a studied boorishness. Geldof set out quite deliberately to create an atmosphere of brutal naivete which enabled him directly to ask the questions no one else dared put to the Ethiopian socialist: how could they afford the largest standing army in black Africa when they could not afford to feed their people? Why was food being denied to the hapless peasants in Tigré and Eritrea, which were under the control of rebel armies? The Dergue officials smiled coldly and thought of the £8 million the singer had to give away.

Geldof's sensitivity and intelli-



gence were well displayed during the visit. He arrived without the usual pop star fuss, travelling on a cheap ticket with a cheap airline (unlike his US counterpart Harry Belafonte who came with an entourage of 30 in a fleet of light aircraft and made a regal progress through a camp whose population had been lined by the roadside to wave).

He sat through long technical meetings with aid workers and RRC officials and his jokes were crude the same could not be said for the substance of his observations. When photographers demanded that he travel to the camps to be pictured holding a starving black baby he declined on the grounds that people did not want to have their indignity magnified in such a way.

At the end of his trip he and the handful of full-time Band Aid volunteers had worked out a strategy which enabled them to make full use of the expertise of existing aid organizations like Oxfam, Save the Children and Unicef. They thus avoided the pitfalls of other inexperienced donors (like Robert Maxwell's *Mirror* Mercy Flight which deluged Karamanlis with tons of Chocolate Horlicks - something the Ethiopian peasants would not touch) without incurring the expense of establishing field offices or linking themselves too closely to existing organizations.

"It was a very clever approach for a new agency," said one senior Oxfam official. "It provided them with shopping lists of what was needed but allowed them to retain control of their operation and to fill the gaps as they saw them." Aid workers at the sharp end of the relief operations have been pleased with the results.

Most large donors in Sudan and Ethiopia are national governments and major international organizations dominated by demanding bureaucrats. In the field, relief workers speak with incredulity of European-based officials who, with straight faces ask for the name of their organization to be stencilled onto every food bag or who demand individual documents bearing the signature or thumbprint of every farmer who has received their seed.

Harassed field staff, searching for more lorries to move grain around the western wasteland, can be seen on visits to Khartoum in desperate negotiations with desk-bound officials who deflect requests for help with counterdemands for reports, proposals and feasibility studies. These are the men with an answer for everything and a solution for nothing.

By contrast, the Band Aid people have acted quickly and decisively. Already, within days of the Live Aid

Getting food to where it's needed is the priority that is often forgotten. Right: Bob Geldof

concert, some of the money has been spent by pop officials who question the shibboleths of the existing donors.

In the centre of Sudan, in the midst of the mounting cry for more lorries, a fleet of 30 vehicles has for months been standing idle. They once belonged to the Chevron oil company, forced to reduce its operations dramatically because of the civil war in the south.

Live Aid officials asked why no one had bought them. It was against the policy of the major donors to buy second-hand vehicles; they were told. Live Aid has now acquired them and handed them over to the same Save the Children workers should first produce a report. The pop charity has also invented a new shipping system which involves a regular shuttle from Britain to the Red Sea ports on which relief agencies can book free space at much shorter notice than that required to charter ships independently.

The unsophisticated approach, it seems, can produce results. But then hunger is a rather unsophisticated experience.

Democracy: doubts that mar the celebrations

Athens What is the future of democracy in Greece? The question faces Greeks today on the anniversary of the collapse of the military dictatorship in 1974. This year, for the first time, they celebrate without Constantine Karamanlis, the man they had turned in their hour of crisis to steer them back to democracy.

Today Karamanlis, a hale 78, is a Greek Cincinnatus who has retired to a private life, but who will probably be available if Greece runs into dire straits again. He was jilted out of office last March when Andreas Papandreu, leader of the ruling socialists, went back on his pledge and refused to support Karamanlis's reelection for a second presidential term. But there is no apparent bitterness on his part.

In a country that usually does not honour its heroes until they are dead, few honours could rival that paid to Karamanlis by one million Greeks when they poured out into the streets of Athens, on a summer night in July 1974, holding lit tapers to welcome him home. Many of those people cannot help feeling

misgivings today that, under the socialists, Greece may be heading for more autocratic forms of government.

In the six years Karamanlis ruled Greece after the fall of the seven-year-long junta, he sought to give Greek conservatism a more human face. After averting a catastrophic war with Turkey over Cyprus he legalized the Communist Party, staged early elections which he won, settled the question of the monarchy by plebiscite and produced a new constitution. Once the risk of another military coup was neutralized, he had the junta leaders rounded up and jailed for life.

Karamanlis went on to anchor Greece firmly to the West by joining the European Community, and finally ensured that political parties could alternate in power without upheavals or coups d'etat as had been the practice in the past.

Papandreu's course has been completely different. In four years the socialists have managed to bring the country's institutions under their absolute control by weeding out from key posts anyone not loyal to

the party. And now that unemployment is rising a recommendation for a job from the local party branch office is essential.

Reforms concerning parliament, local government, the trade unions, farm cooperatives, industry, education, health, television, the police and, perhaps to a lesser extent so far, the armed forces, are designed to increase the powers of the executive in the name of decentralization. Within the executive, more and more powers now go to the prime minister in what the opposition already has denounced as a "prime ministerial dictatorship".

Misgivings were increased by the manner in which promises made to Karamanlis were so brazenly broken, and in which parliament was manipulated to produce a successor for the presidency.

Papandreu's vision of a defiantly non-aligned Greece surviving on a self-sustained economy has been frustrated by the constraints that make the Greek government reliant on the West for aid and loans to offset soaring deficits, and for arms to keep Turkey at bay in the Aegean.

Different poverty, same excuses

Jack Straw

My predecessor but six as MP for Blackburn. Sir William Henry Hornby, sat in the House of Commons for 23 and a half years, and never said a word. He was a Conservative. At first I thought the tale of his silence must be apocryphal, a calumny perhaps put about by Blackburn's first Labour MP, Philip Snowden. But there is no Philip Snowden in the indices of *Hansard* for any year between 1887 and 1910, and a biographical note in the ever-sycophantic *Blackburn Worthies of Yesteryear* has confirmed the truth. "He sat," says the note, "without ever catching the Speaker's eye, for he was a shy speaker".

Hornby's reticence seems to have harmed him not one bit. He ended his days as a freeman of the borough. He was mayor twice and was, we are told, "lifted in public esteem far beyond any political partisanship could possibly do". But he had one advantage never shared by his successors on either side of the political divide. His family owned the town, or near enough to make no difference. Their dominance of Blackburn affairs throughout Victoria's reign is still celebrated in the modern borough's coat of arms, resplendent as it is with born and bred.

The silent Hornby was simply his father's son. The drive and ambition came from grandfather, uncle and father. The first election to Parliament of the uncle, John Hornby, in 1841 provoked a major riot from supporters of his Liberal rival, who had been defeated by one vote in an open ballot. The father, William Henry Hornby senior, also played his politics rough. His 13 years as MP came to an abrupt end when, following the 1868 election, he was unseated on the grounds of intimidation of voters.

Even the elder William Henry Hornby was only one speech to his credit in the *Hansard* index - eight lines delivered on July 14, 1863, in proceedings on the Union Relief Acts Continuance Bill. The issue was whether schemes of financial aid to encourage emigration to the colonies from the depressed manufacturing districts of Lancashire and elsewhere should be supported.

The manufacturers wanted none of it: a vast pool of unemployment kept wages down. Hornby complained that the scheme's supporters "lost no opportunity of coming down to the House and insulting the employers of manufacturing labour". His speech was part of a lengthy rearguard action to resist legislative moves to improve conditions of work, prohibit the employment of children, regulate health and safety and affect minimum wages.

Their opposition to change was usually assisted by their belief that working conditions were fine. They drove to their mills through tree-lined avenues; they lived on the hills, beyond the smog. The misery was out of sight, and out of mind. It took relentless, painstaking work by philanthropists and social scientists to collect the facts so that, in the end, they could no longer be ignored; so that, for example, there was an answer to those pit owners who claimed that the children who worked for eight or 10 hours a day in the pits "enjoyed a greater share of

good health" than other children. Social and economic conditions have, in absolute terms, improved beyond recognition since then. But the parallels among the arguments used are striking, especially from a government which believes that people (except the very rich) must price themselves into work and which conforts itself that poverty no longer exists, that the unemployed are on the fiddle, and that the black economy has raised living standards for all those on benefits.

I have always believed, from my daily experience, that this is not true: now I know, armed as I am with a newly-published report by Manchester University's Centre for Applied Social Research on *The Blackburn and Darwen Labour Market*. This is a work of great thoroughness. Page by page it records what has happened to the workforce of the town through the five years - 1980-85 - of the worst depression this century.

Its implications for policymakers stretch way beyond the consequences for the Asian population (about one-fifth of the total). While unemployment for non-Asian males has risen from 5 per cent to 10 per cent in five years, for Asian males it has risen from 8 per cent to 47 per cent. Asians are likely to be out of work for twice as long as non-Asians - 25 months against 13 months. And there are still those who blame immigrants for unemployment.

For Asian and non-Asian unemployed alike, the report charts the widening of the great divide. There are two distinct labour markets in the town. The good jobs go to those already in work. Half the vacancies for full-time work have been filled by people previously in another full-time job. In Blackburn, as in Britain generally, the only increase in employment has been for part-time jobs. But this, as the report shows, is of no help to the unemployed. "New part-time jobs are generally outside manufacturing industry, relatively low paid, and usually filled by the wives of men already in full-time employment." To those that have, shall be given. The flow "from unemployment to part-time employment" has been "extremely low".

As for income levels, if the wage of pricing theory were correct, Blackburn should now be booming. Petrol filling stations which paid adult employees £1 an hour for a 40-hour week is no rarity. One in 12 of the full-time employed earn less than £50 a week after tax. The average (median) weekly income of male full-time workers is £113 net a week, of similar females £70 per week. Half the one-parent families have a household income of less than £50 per week; none is over £100.

A government which can condemn thousands of my constituents to such poverty, and yet award pay increases which are five times more than most in Blackburn actually earn, should understand that our indignation at this politics of greed is far from synthetic. If they for once opened their eyes - perhaps read the Manchester University report - they might at last comprehend the grinding and unnecessary poverty over which they have presided these five dark years.

The author is Labour MP for Blackburn.

moreover... Miles Kington

You've got to hand it to them

Until last week I had never been anywhere near the South of France - the kind of admission one only makes when one has just put it right - but there I was at last sauntering round the Nice Jazz Festival, seeing in the hot open air all the bands I had missed the previous week in the Festival Hall's unexcitable expanse.

But the image that has stuck with me from the weekend is nothing to do with jazz. Until last week I had never swum in the South of France either, so I put that right with a quick visit to the beach at Nice. On it were arranged in neat groups about 8,000 very brown sun-bathers, the women mostly topless and the men almost all topless. And near my patch, under a large parasol, were 10 deaf and dumb people.

They were by far the most animated part of the beach. Every one else was engaged in grilling bits that were not quite cooked or simply lying stunned by the sunshine, but the 10 deaf and dumb people were engaged in the most deafening yet silent conversation. What baffled me was that they were all talking at the same time; there seemed to be none of that respectful or impatient waiting for turns that people restricted to mere speech have to indulge in.

One of them, a man, seemed to be in a perpetual state of fury. He had about three basic gestures: one something like shooting a machine gun, one pointing inland and one pointing at his mouth. I think he was trying to persuade the others that it was time to go and have lunch. If so, he was totally ignored by the others who were far too busy gossiping, or engaged in long anecdotes or simply indulging in the French love of flowery analysis. I know nothing about French deaf and dumb language, or indeed any kind of deaf and dumb language, but I would imagine that French conversational patterns reproduce themselves in mime as well.

From the face and flower into a full language. It was a wonderful sight. The only other time I have seen a large collection of deaf and dumb people was when I found myself in a pub near Exeter Station, where my group were the only people in the pub who could speak. The other 20 or 30 were all gesticulating without making a noise, except the occasional raucous laughter. I don't think I'm looking at them, that they had quite the style of the French on Nice beach. There was one group of five or six telling each other long funny stories. I think it's perhaps only the English, whether dumb or not, who think that a long series of anecdotes is an adequate substitute for a long conversation.

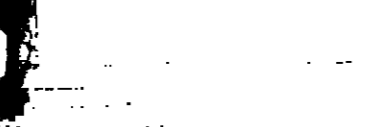
On both occasions it never occurred to me to feel sorry for those who could not speak or hear, simply because they were having such a good time, except when at Exeter a deaf and dumb man left the pub, bedrode his huge motorbike, kicked it into life and roared away into the night. A shame, I thought, that he could not hear the ferocious reverberations of his expensive Japanese machinery.

But later I heard Gary Karr, the virtuoso American double bass player, say something which made me think I was probably wrong. Karr revealed that he had taught two bass, well enough to join symphony orchestras. When asked how they hearing, he said: "Bass players hardly need to hear at all - they get most of their feedback and satisfaction through the vibrations of the instrument through their body, whether they are deaf or not." The next time I played my bass, I realized he was right, and the same may very well be true of motorcyclists. There is a sensual pleasure involved in bass-playing and motorbike riding of which "hearing" and uncyclists know nothing.

And now that I come to think of it, I can see how deaf and dumb people can all speak at the same time. When you or I speak, we can hear what the other person is saying. A person using sign language can receive sign language at the same time. No wonder they looked happy in each other's company.

© Times Newspapers Limited, 1985

PHS



THE ARTS

Dance in New York
Moving tribute to Balanchine

At the end of New York City Ballet's season at the New York State Theater both of the company's balletmasters-in-chief offered new works; in fact Peter Martins offered two. But the major interest was neverthe-

less provided by the veteran Jerome Robbins. He is clearly steaming towards his seventies (he has rather more than three years to go yet) with unabated creativity.

He has already given dance so much that every new major work seems like a special benediction. Just such a work is his remarkable, moving and stylistically original new ballet, In Memory of...

There is a fascinating preamble in the programme on the work's historical base, and although this affects neither one's appreciation of the concerto nor the ballet, the presence of a dramatic subtext, known by the choreographer, becomes intriguing.

There is indeed a kind of a dramatic programme to the music at the most basic level, as it depicts the girl's character and her final sad, transfiguring acceptance of a painful death. But it is beyond and beneath this that Robbins seems to have searched emotionally, and it is difficult not to conclude that the ballet is Robbins's unspoken and even unacknowledged last tribute to his master, George Balanchine.

The ballet uses - almost as a symbol of earthly death and poetic survival - the ballerina, Suzanne Farrell, most closely associated with the very pulses of Balanchine's final creative phase; and when, at the end, Robbins makes what looks like



Suzanne Farrell, "walking into the immortal night of the soul", with Adam Lüders (left) and Joseph Duell in In Memory of...

although this is an acceptable enough vehicle for Patricia McBride and, to a lesser extent, Ib Andersen. The score is taken from the incidental music Sibelius wrote in 1903 for the play Kuolema, by his brother-in-law Arvid Järnefelt. The choreography is conventional but acceptably swirling, and Miss McBride dances with beauty and emotion with taste, as a widow recalling her dead

husband, while Mr Andersen is decently supportive and properly elusive. The fun piece is Eight More, set to Stravinsky's First and Second Suites for small orchestra and devised for three young men - three quite exceptional young men, Peter Boal, Michael Byars and Gen Horuchi. Martins has put them into a sort of cheerfully competitive and inventive game-trio, in which

each, in a new-look fancy-free manner, tries to outshine the others. The final laurels undoubtedly belong to the cheekily electric Mr Horuchi, who is here like a wind-up toy of impeccable workmanship, yet the elegantly legato Mr Boal and the fiercely assertive Mr Byars give him a fine run for the audience's money.

Clive Barnes

Ballet Rambert
Big Top, Battersea

Ballet Rambert's fortnight in the Big Top at Battersea Park (sponsored by Ford) opened on Monday with a strong pro-

gramme that continues until tomorrow. Works by Dan Wagoner and Richard Alton show off the considerable prowess of the dancers and allow more than a touch of humour, too. Christopher Bruce's Ghost Dances, with its haunting score based on South

Dance in London

American folk-songs, provides a powerful dramatic conclusion. Alton's Dangerous Liaisons is new to London, having been premiered at Southampton during a recent tour. The title was chosen by the composer, Simon Waters, for his electronic score written two years ago, and I do not think one is meant to see any influence of Laclos's novel of that name in the choreography.

Dressed by Richard Smith in plain tank-tops and metallic tights, with coloured patterning around the hips that made me think of circus tumblers' apparel, the dancers are seen brightly lit in front of a very dark background; sometimes there is a long red splash of light

on the floor behind them (the lighting is by Peter Mumford). Thus picked out, they move generally in two trios of a man and two women, but with some cross-cutting.

The partnering involves lifting or lowering the women in unusual angular poses, and the generally swift movement is punctuated by moments of sudden immobility when a clanging stroke in the music is the cue for the cast to freeze so that the grouping becomes conspicuous. There is a metallic tone to the music as a whole (sometimes music, like bells, sometimes more strident, like machinery) that perhaps explains the costume materials, and a sense of urgency that

Alton has reflected in his dances.

Catherine Becque, Siobhan Stanley and Ian Stewart in one group, Lucy Bethune, Cathrine Price and Robert Poole in the other gave the ballet a performance that was both scrupulously controlled and exhilarating. Thinking back to the way the company danced Alton's Chicago Brass only two years ago, it is evident that Ballet Rambert has made tremendous strides in restoring its standards. Excellent dancing also in Alton's lively Rainbow Ripples (Mark Balwin and Albert van Nierop outstanding) and Wagoner's Irresponsible Occasion for Some Revolutionary Gestures.

John Percival

Promenade Concert
Deeply emotional lyricism

BBCSO/Pritchard
Albert Hall/Radio 3

Roger Sessions's When Lilacs Last in the Dooryard Bloom'd is the most epic of works, a requiem in all but name, written to commemorate two victims who fell to an assassin in 1969, Martin Luther King and Robert Kennedy. This performance by the BBC Symphony Orchestra and Chorus, which was also the work's European premiere, had the added poignancy as serving as something of a requiem for the composer himself, who died earlier this year.

It shared with the other epic work in this programme, Mahler's First Symphony, the fact that, for all its expansiveness of gesture, everything counts, everything takes its place and has its function in the slow organic metamorphosis that occurs before our ears. Sessions's chosen text is Walt Whitman's eponymous poem,

written after he had heard of the murder of Abraham Lincoln, in which the poet explores the images of a lilac, for death itself, a sinking star, for the dead person, and a singing thrush, for the reconciliation with death. The music falls into three movements, first an exposition of those images, then a great funeral cortege, and, finally, an impassioned embracing of death, but in no sense can they be considered separate entities.

There are moments when Sessions's bewildering armoury of linguistic device might seem to be misused. The choral writing, for example, is largely a progression of rhythmically dour chords, while the naivety with which the music repeats the word "suffer'd" towards the end, using the same simple idea each time, would in any other context be unacceptable. And the second movement threatens to be sucked into the quicksands of introversion, while the orchestral textures in general are complex, though for sub-

ly's sake rather than for anything else. But all in the end fits into place, helped by Sessions's genuine melodic gifts, most apparent in the lovely strophic coral sequence, and above all his sure sense of where the music is going, of what it is saying.

Sir John Pritchard clearly admires the piece deeply, and, if he did not always obtain from his string players the most confident sounds, the reading nevertheless gained eloquence from the fervently committed contributions of the solo singers: Alison Hargan, Sarah Walker and the particularly outstanding David Wilson-Johnson.

The orchestra, responding to Sir John's buoyant rhythms, perked up considerably for the Mahler, complete here with the "Blumine" movement. What better to follow an uplifting work about death than another about life?

Stephen Pettitt

Television

The picturesque landscape of the Highlands is so familiar from television documentaries that it is often easy to forget that real people dwell within it. - although, as An Element of Regret (Central) suggested, such inhabitants are dwindling. The shepherds are departing and, as one of them put it in a suitably romantic manner, "the hills are sad for the old days, and they won't return".

But it is difficult to believe that the "old days" - with the vistas of isolation, hard labour and dominating "lairds" which they conjure up - were quite as pleasant as all that romantic nostalgia implies. Even the prettily composed pictures of mist and windswept glens in last night's documentary suggested only discomfort, and the great deal of the programme was taken up in a suitably watch-a-hydro-electric-dam-being-constructed, even if it means that Dame Nature is diminished.

In fact dams, tourists and practically anything else connected with the twentieth century bore the burden of the remaining naives' complaints - sometimes on the grounds that they had not delivered the commercial rewards which were promised or expected. (It is hard to believe that the Scots people who benefited from the oil "boom" are quite so enthralled by their quiet past.)

And although it was made clear that part of the area has now been turned into a nature reserve, and that the Forestry Commission has in some places actually improved the appearance of the countryside, nostalgia still provides the best pictures - last night's combination of music and image, despite the fact that it was strangely reminiscent of the better kinds of television advertising, was certainly very pleasant and not protracted beyond the point of endurance (although it was a close-run thing).

Peter Ackroyd

Avignon Theatre Festival
Where the hurlyburly's done

Having paid its international dues with Peter Brook's production of The Mahabharata (plus attendant Indian side-shows), the Avignon Festival is otherwise getting on with its Gallic business as usual. Aside from Kantor's Critic Theatre and the Merce Cunningham Dance Company, the programme for the rest of the month consists solidly of native produce.

I am not complaining. Most theatre is untransportable. And, as festivals spread into ever more rain-lashed northern venues, there is nothing like a trip to Avignon to rediscover why such events are held at all. It is not simply a question of climate, but of the annual revival of théâtre populaire in the town where it all began. Packing into top-price seats in the Palais des Papes, or watching parades of commedia masks and Dordogne cowboys, you are part of the same audience having a good time in a good place.

For that reason, Avignon is not the best place for a critic. Who knows? Perhaps L'île des mots, Alain Cuny's Strindbergian "opéra parlé", will be marvellous; and likewise the four-part tribute to Avignon's poet, Francis Ponge, including a comedy about soap. But the two productions I did see were not such as to nourish much hope.

In their separate ways, both represented the abiding impulse to annex foreign classics for the French stage. The Comédie-Française led off with a Macbeth, directed by Jean-Pierre Vincent, in the vein of Victor Hugo. Given pride of place in the courtyard of the papal palace, this opened with a thunderstorm revealing a downstage wire fence and a vast net covering the stupendous back wall.

The suspicion that M Vincent had not taken the mistral into account proved all too true once that net started flapping, torches blew out, Malcolm's cloak blew over his head and Llewellyn the fiercely assertive Mr Byars gave him a fine run for the audience's money.

Clive Barnes



Catherine Ferran: like a captive balloon

wasted energy there is some hardly effective spectacle, and there are some moments of powerful acting. True to his Romantic view of the play, M Vincent centres attention on the "juggling fiends", presenting the witches as Dore-like grotesques with blanched skulls projecting from jet-black ruffs, who erupt amid clouds of infernal smoke, and are last seen spectrally grouped together on a hilltop observing the arrival of their victim's head on a pike.

Of the company, only Tania Torrens's violently and justifiably angry Lady Macduff carries immediate authority. But by the end of the evening, Philippe Clévenot has taken full possession of the title role. An impulsive, savage-eyed actor, he begins in a style as headstrong and unimaginative as Lady Macbeth; but when he cracks first by slumping in terror over the wire fence, unable to confront Banquo's ghost - you can follow his every step into terminal despair.

He ends in a state of exhausted freedom, with barely the energy to kick the Birnam debris aside, disgusted at having been taken in by these palpably artificial stage props. At Macduff's entrance, he sits dejectedly, making perfunctory conversation, before wearily picking up a shield to go through the motions of warding off the death-blows. At this point, Shakespeare belatedly takes over from Hugo.

In another superb setting, the courtyard of the Cloître des Carmes, the Théâtre National de Strasbourg are presenting what is claimed as the French premiere of Lessing's Emilia Galotti. The resourceful translation is by the Brechtian critic Bernard Dort, who sees the play as a masterpiece of eighteenth-century bourgeois tragedy, as prescribed by Diderot, which France itself failed to produce.

Even discounting its embittered autobiographical references to Lessing's own career, as Germany's first independent man of letters sunk into the ignominious role of a court librarian, Emilia Galotti is indeed a fascinating piece of work. The story of a prince who falls for a middle-class girl and has her abducted, thus provoking her father to kill her, it is told so as to give equal weight to each character's viewpoint. The Prince speaks for privileged passion; Emilia's mother for material reward; her father for traditional moral virtue; Marinelli, the Prince's chamberlain, for absolute devotion to his feudal master, no matter how ugly the consequences of loyalty.

What emerges is a nightmare society with virtually no contact between its separate members: a network of isolated streets leading to a place of execution. Dialogue is an affair of studiously remote etiquette, and revelation only bursts through in soliloquy. Much the most theatrically accessible role is Marinelli, who is continuously in motion as a many-faced go-between, and Alain Ollivier plays him with a zealous grasp of the paradoxes of servitude: absolutely in character whether he is nobly offering his life for the Prince or confronting one of his master's victims with an officious smirk.

Otherwise, Jacques Lassalle's production consists of dull, declamatory acting on a dimly lit set which perversely ignores an environment ideal for this kind of theatrical hide-and-seek. Played as it is by this company, the characters seem less ambiguous than half-witted; particularly Patrice Kerbrat's stone-faced Prince, who, when Emilia (Marie Carré) falls into his clutches, appears entirely to have forgotten what he wanted to do with her.

Irving Wardle

PROMS 85
19 July - 14 September
Royal Albert Hall
The UK premiere of STEVE REICH THE DESERT MUSIC

Bonhams
MONTPELLIER MODERN ART COURSES
Courses on the Visual Arts of the 20th Century

The Royal Ballet
SUMMER SEASON UNTIL AUG 3
Evs. 7.30 Mats. 2.30

BBCSO/Pritchard
Albert Hall/Radio 3
Roger Sessions's When Lilacs Last in the Dooryard Bloom'd

"Funniest play in London"
TWO INTO ONE
"Dazzling display"
SHAFTESBURY THEATRE

John Pritchard
Chekhov's WILD HONEY
in a version by Michael Frayn

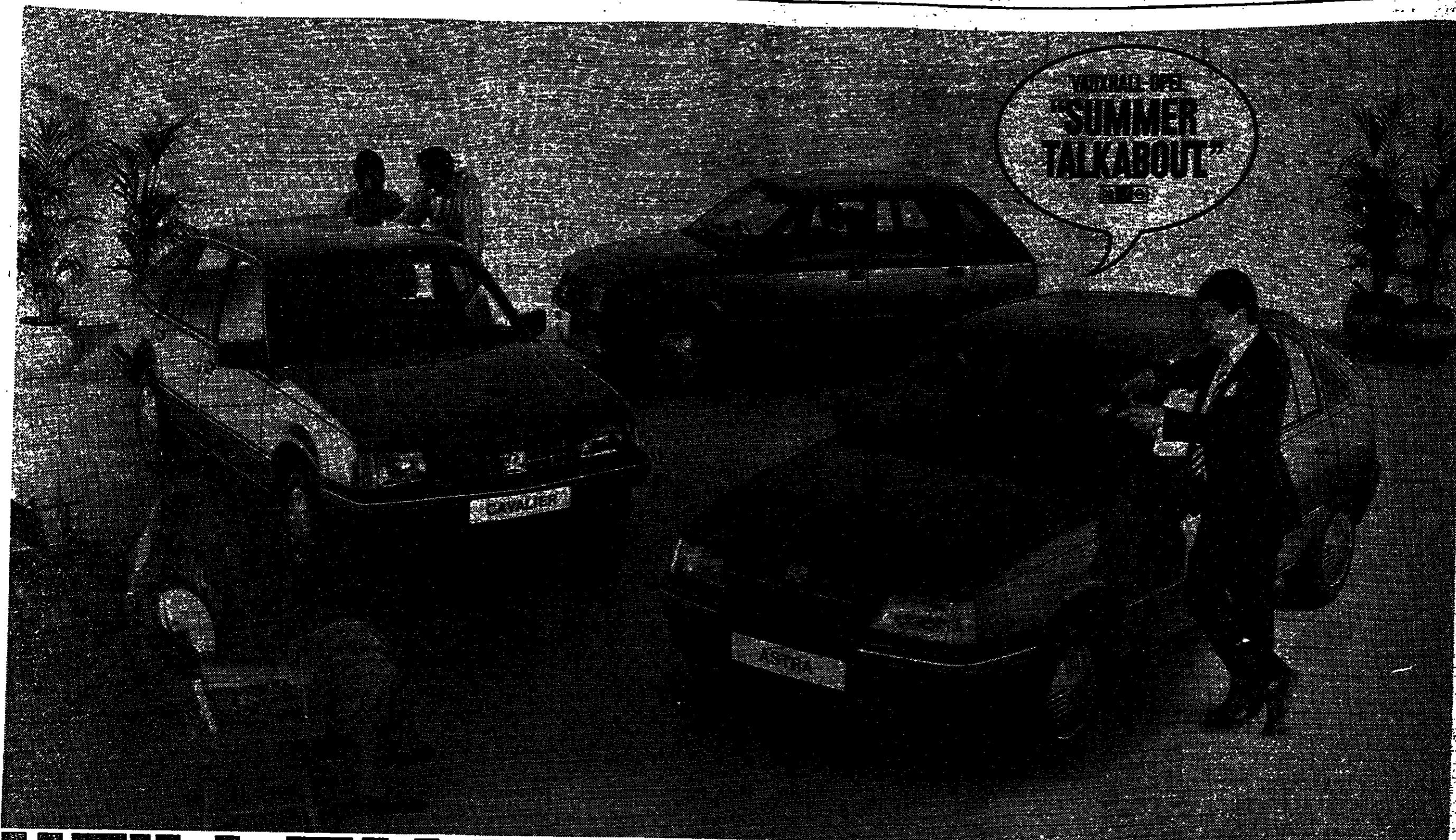
JENNY AGUTTER IS WONDERFUL
BREAKING THE SILENCE
RSC
MERMAID THEATRE

MUST END NEXT MONTE
Chekhov's WILD HONEY
in a version by Michael Frayn

WINNER OF 9 TOP AWARDS
IAN MCKELLEN as Platonov is "DAZZLING"
NATIONAL THEATRE

THE PURPLE ROSE OF CAIRO
"Woody Allen's cleverest film yet - his funniest... a movie masterpiece."
FROM FRIDAY JULY 26

ADAPTED FROM GILBERT AND SULLIVAN
BY THE TEAM THAT BROUGHT YOU LAST YEAR'S SMASH HIT - THE RATEPAYERS' IOLANTHE - NED SHERRIN AND ALISTAIR BEATON
THE METROPOLITAN MIKADO



HE'LL TALK CAVALIER, ASTRA, NOVA AND TURKEY.

You'll find your local Vauxhall-Opel dealer in a very talkative mood these days.

After all, it is our 'Summer Talkabout' promotion.

He'll talk about special deals.

He'll talk about C-registration models.

He'll talk about trade-ins and even finance.

And of course, he'll talk about our extensive range of cars.

For openers, there's the Nova. With the addition of 4 and 5-door models it's now Britain's biggest range of small cars.

Then there's the new Astra, which set tongues wagging the day it was launched just under a year ago.

(And was subsequently voted "Car of the Year 1985")

The class leading Cavalier too has always proved popular with critics and public alike.

Now it should be even more popular with the introduction of extra fuel injected models and the special edition Commander.

When it comes to the sporty Manta, your dealer will do some fast talking.

And he'll be more than happy to point out every luxurious feature on the executive Carlton, Senator and Monza.

So why not pop down to your local showroom. You could find you have a thing or two to talk about.



VAUXHALL-OPEL

Better. By Design.

"CAR OF THE YEAR" IS ORGANISED BY TELEGRAPH SUNDAY MAGAZINE, QUATTORUOTE, AUTOVISIE, L'EQUIPE, STERN AND VI BILAGARE.

FINA
Exec

Latin
m

measures has been
America's biggest
Argentina's
Monetar-
Presid-
hyper-
defi-
\$1 bill-
open-
credits
\$2.2 t-
September.
Presiden-
Argentin-
cutting 1
gross
4.1 per cent
government-
next M-
\$3.4 billion
similar
foreign
clear signs
Mexico
progress
Miguel de la
July 11
official
free market
la Mad-
spendi-
and a m-
exchange.
what
volu-
\$1.7 bill-
offset
Political
time
politi-
policy in Lat-
illustrated
proudly
current
without
merchandise
1985 is now expected
last
improvement
imports
tentative
important
slowly cor-
exone
inc
nurtured by
agencies, is int
emergence of
It is up to these
and the leadin
that the progress is

Guinness-Bel
shifts into top

the stock market
clearance of th
the brewers for the wh
and Sons yesterda
the prices of the tw
announced at 245p.
This is wish fulfillme
the current bid by Gui
of its own shares for ev
which means that the p
out of line. If the
"right", then Bell's shor
Bell's is correctly valu
should be 272p.

The answer to the
the City is hoping the
Guinness's shrewd ch
improve the terms to
the swap.

In the wake of Mr T
refer the bid to th
regulators Commission.
made by both sides m
Mr Saunders told a
Bell's has lost its way
arguments to justify an
Bell responded by
mount the present offi
one, and that Mr Saun
in accordance with th
Such an allegation p
confirm Bell shares to
instead of the 20p or
been expected once the
had been cleared.

A letter was also
former chairman of
agents, acquired in
Guinness last year. I
Saunders has not kt
redundancies; notable
Jones was his own pos

ECGD 'bac
in the black

By John Lawless
The Export Credits Gu
Department, which ha
to borrow more than
from the Tre
profitably. It is now tr
Lamont's Public Acc
committee said yesterda
as a result of prei
increases and more c
redundancies, the state
agency is now payi
But MPs are worried
secret talks on to
could leave the ECGD
in a state of bad risks. The
to see a clampdown on
to make claims
to hand over
overseas cust
actually pay their bills.
The profits, however, w
through in the E
leading results for three
years.

THE TIMES FINANCE AND INDUSTRY Executive Editor Kenneth Fleet

Latin American debtors make headway

A clutch of new "austerity and stabilization" measures has been announced by Latin America's biggest debtors...

In return President Alfonsín has presented the Argentine Congress with proposals for cutting the public deficit from 12 per cent of gross national product last year to 4.1 per cent this year...

Nowhere is the political dimension of economic policy in Latin America more vividly illustrated than in Brazil. The government has proudly announced that this year's current account deficit can be financed without further borrowing...

Guinness-Bell battle shifts into top gear

The stock market celebrated Norman Tebbit's clearance of the bid by Guinness the brewers for the whisky group Arthur Bell and Sons yesterday by bringing the share prices of the two companies into conjunction at 245p.

The answer to the conundrum is that the City is hoping that Ernest Saunders, Guinness's shrewd chief executive, will improve the terms to a straight one-for-one swap.

In the wake of Mr Tebbit's decision not to refer the bid to the Monopolies and Mergers Commission, the propaganda battle by both sides moved into top gear.

ECGD 'back in the black'

The Export Credits Guarantee Department, which has had to borrow more than £400 million from the Treasury...

In other words, after the traditional interval the curtain has risen on the closing acts of this drama. The Guinness offer "closes" for a second time tomorrow.

Telecom still part of Great Britain Ltd

The dilemma exposed by Professor Bryan Carsberg, director-general of Ofel, in his report on British Telecom's orders for the Thorn-Ericsson System Y exchange is a peculiarly ticklish one.

Essentially, BT ordered System Y to encourage the suppliers of System X by introducing a little sideways competition.

The trouble is that, while Plessey and GEC had a captive customer in the old BT, they were also captive suppliers. The advent of Mercury hardly alters that equation yet.

Professor Carsberg's compromise solution is basically to soften the effect by asking BT not to increase its non-System X order rate for three years and then to suggest ways out of the dilemma: state aid for exports, pressure on other countries to liberalize their markets...

Meanwhile, Professor Carsberg has reminded BT that the purpose of competition is to strengthen our industries by forcing them to cut costs, and not to damage them, as may be the case here.

There may be some justice in that and certainly an element of getting their own back. But privatized companies should understand that they are still part of Great Britain Limited.

British Gas profit falls £200m but City remains optimistic

By David Young, Energy Correspondent

British Gas, which is due for privatization in the autumn of next year with a potential £8 billion price tag, yesterday announced a £200 million drop in its profits for the year to March 31, but still recorded earnings of almost £4 million per day, with profits of £651 million, and a payment of £300 million to the Government in the shape of a gas levy.

Nevertheless, the profit figures are unlikely to dent the City's and the Government's enthusiasm for moving British Gas into the private sector.

The pound rose 2.55 cents to \$1.4147 yesterday, reviving hopes of another reduction in base rates. The sterling index rose 0.6 to 84.2.

First-day slump for Chrysalis

The personal fortune of Mr Chris Wright, founder of the Chrysalis record group, slumped by £4 million yesterday after the company's dismal debut on the stock market.

Some observers would not be surprised to see a stake being picked up in the business at the present levels.

But since the plan was first discussed in March the stock market has fallen sharply. In addition the issue was dogged with misfortune.

But since the plan was first discussed in March the stock market has fallen sharply. In addition the issue was dogged with misfortune.

The figures are also unlikely to quell the protests about the sale from the gas industry unions, who were told yesterday that the corporation is to continue shedding 3,000 from its work-force of 91,000 each year for the next five years...

Yesterday Sir Denis Rooke, the chairman, confirmed that he will take the corporation into the private sector, but was less clear on his longer term plans.

Sir Denis would not be drawn into giving an indication of how a privatized British Gas would organize its pricing policy.



Sir Denis: 'gas sales up by 2.7 per cent'

Under privatization, we have been promised less interference from the Government and greater freedom to run and develop the business.

Mr Malcolm Baldrige, the Commerce Secretary, said the figures showed that US industry may be emerging from its doldrums.

However, Mr Preston Martin, the Federal Reserve Board vice-chairman, in a television interview, said the Fed had done enough to keep the US economic expansion going.

Sterling jumps to \$1.4147

By David Smith, Economics Correspondent

The pound rose 2.55 cents to \$1.4147 yesterday, reviving hopes of another reduction in base rates.

After the Opec meeting, the next focus for the London markets is likely to be the July money supply figures, due on August 6.

The pound traded at \$1.4210 yesterday morning, before settling at around \$1.4150. Last night, in New York, it slipped to \$1.4055 on profit-taking.

Hampton Trust profits soar to £677,000

By Michael Prest, Financial Correspondent

Shareholders in Hampton Trust, the mining-turned-property company, are to receive their first full-year dividend since the company's formation in 1924.

Hampton has declared a final dividend of 0.35p net, making 0.7p for the whole year to the end of March. The main source of extra income was revenue from the British property interests, which rose from £335,000 to £1.03 million.

£115m offer for Scottish Northern

By Jeremy Warner

The Throgmorton Investment Trust launched a £115 million bid for Scottish Northern Investment Trust yesterday highlighting the continuing shake-up in the investment trust sector.

Mr Malcolm Baldrige, the Commerce Secretary, said the figures showed that US industry may be emerging from its doldrums.

However, Mr Preston Martin, the Federal Reserve Board vice-chairman, in a television interview, said the Fed had done enough to keep the US economic expansion going.

New PR team

The British arm of the New York public relations group Daniel J Edelman has bought Derek Dale & Associates, a British financial PR consultancy.

Mr Norman Tebbit, the Secretary of State for Trade and Industry, has decided not to refer the proposed acquisition by Industrial Equity (Pacific) of a 62.4 per cent shareholding in Tozer.

BP purchase

British Petroleum's proposed purchase of Mebon, manufacturer of coatings, finishes and paints, has been declared unconditional now that it owns 94.4 per cent of the company.

Clay rejection

Richard Clay, the printer, has written to shareholders rejecting the offer from McCrorquodale, another printing firm.

Jobs study

The Government believes that some professions may still be operating restrictive practices. It has asked the Director-General of Fair Trading to study the professions and, in particular, remaining restrictions on advertising of services.

Reed ahead

Reed International's trading profits for the first three months to the end of June are in line with budgets and ahead of results for the same period last year.

Toyota to build cars in N America

By Patience Wheatcroft

The Fremont plant started production of Toyota-designed cars last December for sale by GM. Planned eventual output is 200,000 cars a year.

Toyota said details of the planned US and Canadian production, including plant sites, were still being worked out.

Forte angry over Savoy flats sale

By Patience Wheatcroft

Ladbroke Group is asking a total of £5.7 million for the 13 apartments in what used to be the east wing of the Savoy Hotel in London.

Instead, the Savoy sold the wing in 1981 for £7.25 million. Ladbroke has not say how much has been spent on converting the building into offices and apartments but at the beginning of this year it let the 50,000 sq ft of office space for a reputed near £1 million a year rent.

Yellowhammer PLC

PLACING BY JAMES CAPEL & CO. of 2,580,000 Ordinary Shares of 5p each at 110p per share

Authorised £650,000 Issued and now being issued fully paid £518,000

Yellowhammer plc is a holding company which, through its subsidiaries, is engaged in the advertising and marketing services industry.

Its main subsidiary, The Yellowhammer Advertising Company Limited, plans, conceives and executes TV and press advertising together with other promotional material for a wide range of clients.

Application has been made to the Council of The Stock Exchange for the whole of the issued share capital of the company to be admitted to the Unlisted Securities Market.

Particulars of the company are available in the Extel Statistical Service and copies of such particulars may be obtained during usual business hours on any weekday (Saturdays and Bank Holidays excepted) up to and including 7 August 1985 from:-

Advertisement for Yellowhammer PLC, including company details, share information, and contact details for James Capel & Co.

MARKET SUMMARY

Table with columns for STOCK MARKETS, MAIN PRICE CHANGES, CURRENCIES, and INTEREST RATES.

STOCK MARKETS

Table listing various stock market indices and their values.

MAIN PRICE CHANGES

Table listing price changes for various commodities and shares.

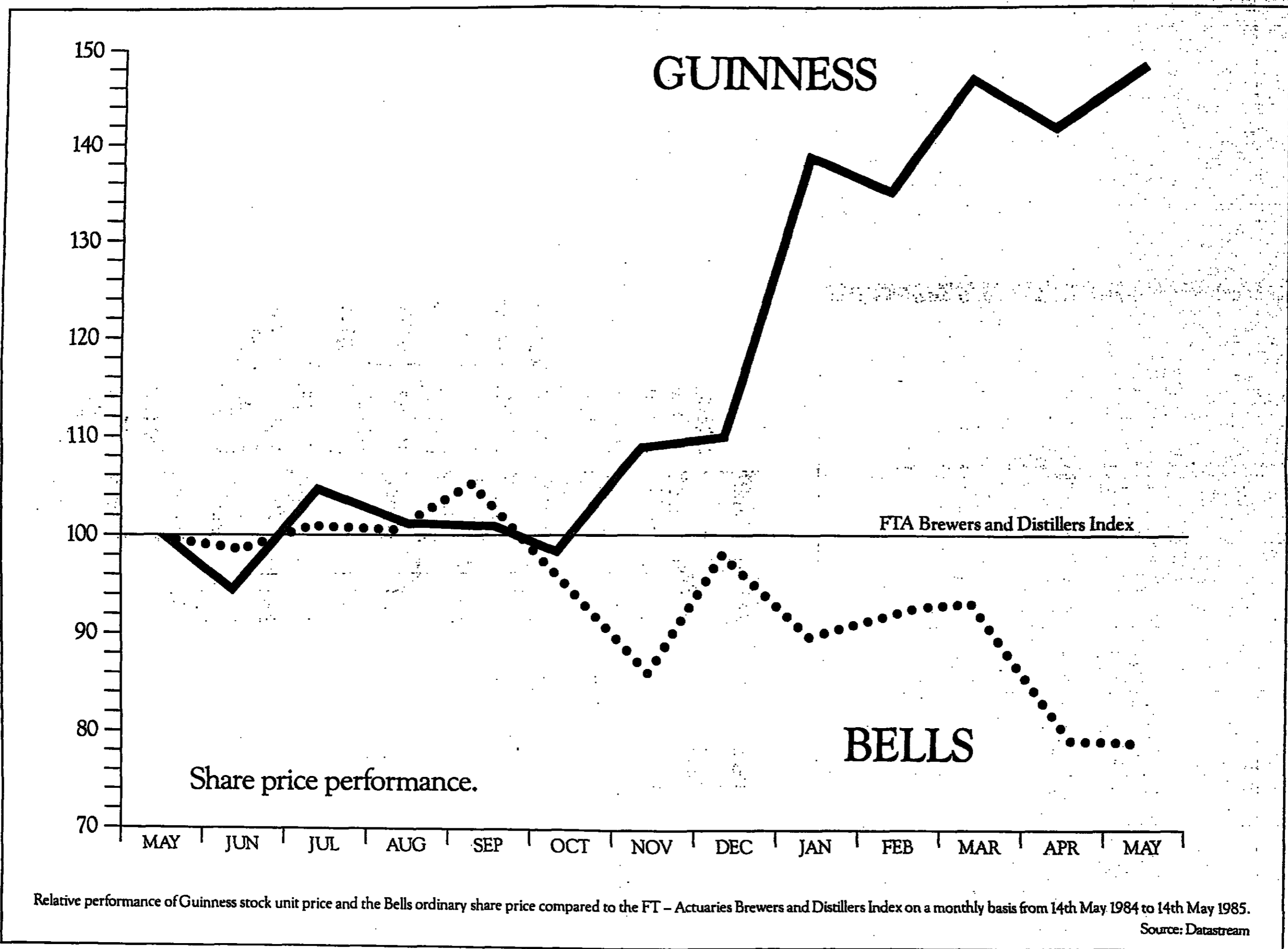
CURRENCIES

Table listing exchange rates for various currencies.

INTEREST RATES

Table listing interest rates for various financial instruments.

WHO HAS THE BETTER SENSE OF DIRECTION?



Relative performance of Guinness stock unit price and the Bells ordinary share price compared to the FT - Actuaries Brewers and Distillers Index on a monthly basis from 14th May 1984 to 14th May 1985. Source: Datastream

Since 1980 Bells' share of the UK Scotch Whisky market has declined by 20%.

Overseas, Bells has also failed to achieve its promised inroads into the crucial US market.

By contrast, the Guinness Group has not only revitalised its core brewing business and established a second major profit source, Retailing, it has also developed a strategy of "Growth for Tomorrow" by investment in Healthcare and Publishing.

Bells' predicament and Guinness's revitalisation have both been recognised by the

Stock Market as the graph, for May 1984 to May 1985, so vividly demonstrates.

Guinness' record justifies the claim that it can steer Bells in the right direction. The market confidence in the considerable abilities of the Guinness management team should further enhance Bells' shareholders' confidence.

On 14th May 1985, before rumours of the Guinness bid, Bells' shares languished at 143p.

Bells' shareholders are not only being offered a substantial premium over this

price, they are being offered shares in an exciting, enlarged Guinness Group.

The growth prospects of this Group can only lead Bells' shareholders in one direction.

Towards accepting the very full offers made by Guinness, before 3.00 p.m. tomorrow.

GUINNESS PLC

DRAUGHT AND BOTTLED GUINNESS. HARP. KALIBER. DRUMMONDS. MARTIN THE NEWSAGENT. LAVELLS. TELEVEN STORES. CHAMPNEYS AND STOBO CASTLE HEALTH RESORTS. NATURE'S BEST VITAMINS. GUINNESS PUBLISHING.

Bells has lost its way. Guinness is good for Bells.

This advertisement is published by Morgan Grenfell & Co. Limited and Noble Grossart Limited on behalf of Guinness PLC. The Directors of Guinness PLC are the persons responsible for the information contained in this advertisement. To the best of their knowledge and belief (having taken all reasonable care to ensure that such is the case) the information contained in this advertisement is in accordance with the facts. The Directors of Guinness PLC accept responsibility accordingly.

Bas...
 the...
 beer...
 western...
 and...
 old...
 at...
 modern...
 accounts...
 of...
 strike...
 week...
 to...
 and...
 from...
 the...
 its...
 has...
 sh...
 This...
 from...
 La...
 at...
 for...
 this...
 week...
 on...
 this...
 group...
 to...
 back...
 Green...
 were...
 up...
 of...
 tell...
 the...
 what...
 h...
 the...
 of...
 At...
 le...
 h...
 or...
 much...
 be...
 and...
 Bas...
 un...
 w...
 share...
 AND...
 Ma...
 million...
 profit...
 The...
 for...
 2.5...
 PETRO...
 INTERNATIONAL...
 B...
 the...
 HPI...
 an...
 from...
 THE...
 M...
 201...
 RUSSELL...
 Green...
 DAVIS...
 31...
 2,491...
 Le...
 profession...
 restructuring...
 COMMERCIAL...
 BA...
 in...
 Pre-tax...
 Base...
 Lending...
 Rates...
 PLV...
 Years ended 31st...
 Turnover...
 Profits before tax...
 Earnings per share...
 Dividends per share...
 Capital...
 For a copy...
 To: The Secretary,
 Volturn Sands,
 Buckingham...
 Please send me a...
 Name...
 Company...
 Address...
 T...

STOCK MARKET REPORT

Bass shares slip 13p as strike bites

By Derek Pain and Pam Spooner

Shares of Bass, the brewing company which has for so long dominated the beer market...

Generally the stock market turned in another drab performance. Although shares finished above their low points...

Evered Holdings this week. Evered, which last week announced an 11.6 per cent holding in IT Group...

But, whatever the outcome of any takeover offer for TI, Evered itself looks like being a clear winner...

worth of loans to RMC. But the news did not good for the shares, and RMC slipped 2p to 382p.

A board meeting at its Gwent headquarters followed by a trip in Hull for several of its directors this week focused attention on Williams Holdings.

they were as low as 300p. Yesterday the shares fell 13p to 341p.

The market is growing increasingly afraid that the strike will retard what has been often remarkable progress.

The Bell price pushed ahead to 245p, up 9p on the day and smack in line with the Guinness share price which was down 5p at 245p.

But there is an alternative way of looking at the situation - the view from the Guinness side.

There are plenty of City men who think Guinness is not prepared to pay that sort of premium. Certainly, there are analysts around who would be very negative about Guinness paying such a price.

James Capel, the stockbroker, yesterday placed 249 per cent of Yellowhammer, the advertising services firm, at 110p a share, valuing the company at £11.4 million and giving an actual tax p/e of 16.9.

On the Unlisted Security Market, Bluebird Toys showed no reaction to news that the Swiss company Financiere Fransad, has built up a 6.2 per cent stake in the British company Bluebird's chairman, Mr Tarquill Norman, said: "We have written to them to find out if they are beneficial owners of the shares, but, as yet, we know nothing about them."

RMC Group has pulled out of the concrete business in Hong Kong, selling its 50 per cent stake in its local subsidiary for just over £6 million in cash plus the repayment of £2.14 million

Habitat-Mothercare, meanwhile, got a boost from Wood Mackenzie, the broker, which has tagged the shares as a "short-term buy".

Trading profits in the first three months are ahead of a year ago, Sir Alex added: "The results reflect a good recovery in United Kingdom paper making and have been achieved in spite of difficult trading conditions in the United Kingdom advertising market."

giving the group "ample elbow room" to look around for acquisitions.

TEMPUS - Cautious British Gas figures pose problems for flotation

British Gas, like many a wonder of the British industrial scene, has a multitude of moving parts. Getting all the tappets and pistons of this industrial group to fire harmoniously in time for next year's flotation could prove taxing.

£85.2 million interest received on its cash holdings. The auditors, Price Waterhouse, however, have given the accounts a clean bill of health.

noon, as a 1.8 per cent rise in US durable goods orders for June pushed New York bonds down another 1/4 point.

AAH Holdings

The oldest conundrum in the City book concerns dividends. High pay-out ratios drain cash out of the business when capital is scarce.

Which profit figure will be used in valuing British Gas? And what multiple of earnings will be applied? A hypothetical p/e of 10 on profits of £1,800 million, assuming 35 per cent tax suggests a theoretical price tag of some £12,000 million.

The subsequent vendor placing left institutions happy for two reasons. A placing price of 112p looks cheap compared with yesterday's quote of 140p and gives a capital gain of 25 per cent so far.

Some brokers, for example, now forecast that AAH profits in 1985-86 could rise from £11.2 million to more than £17 million, courtesy of the Vestric deal. Pro forma, that means the target p/e of around 8.5 exceeds the yield by about a point only.

The follow-through was restrained, and profit-taking even broke out in the after-

COMPANY NEWS

DEWHURST AND PARTNER: 26 weeks to March 31. Turnover £2.06 million (£1.82 million). Pretax profit £166,405 (£173,358). The board expects a marked improvement for the full year. Interim dividend 3.5 p (2.5 p).

HADSON PETROLEUM INTERNATIONAL: HPI has completed the sale of its British oil and gas exploration and production assets to Britoil. HPI received a pretax cash consideration of £27 million from the sale, together with reimbursement for all British expenditure made from April 1 on behalf of Britoil.

VIEWPLAN: Year to March 31. No dividend. Figures in £000. Turnover 2,879 (1,401). Pretax profit 704 (452).

RUSSELL BROS (PADDING-TON): The company is to buy E.G.C. Construction Group for £2.6 million in shares.

JONAS WOODHEAD AND SONS: Year to March 31. Dividend 0.1p (same). Figures in £000. Turnover 60,996 (£63,491). Pretax loss 1,177 (£662 profit). Loss before tax includes a provision of £5.5 million for restructuring.

COMMERCIAL BANK OF WALES: Half-year to June 30. Figures in £000. Pretax profit 963 (£77).

BROMSGROVE INDUSTRIES: Final 0.7p (2p) on increased capital, making 1p (2.7p) for the year to March 31. Figures in £000. Turnover 5,384 (£5,177). Pretax profit 212 (£255).

MICROVITEC: The board expects profits before tax for the half-year to June 30 to be about £500,000. Although sales were virtually on target, costs of introducing new products were found to have been under-estimated, causing a substantial erosion of gross margins.

PENNY AND GILES INTERNATIONAL: Year to March 31. Arising from the increased profitability the directors recommend a final 1.35p compared with the forecast of 1.1p. Figures in £000. Turnover - Britain 10,629 (£9,197). Export 3,540 (£2,409). Pretax profit 1,239 (£937). The pretax profit exceeds the directors' forecast of £1.075 million made in the prospectus.

PARKFIELD GROUP: Year to April 27. Final dividend 1.6p, making 2.4p. Figures in £000. Turnover 4,598 (£3,566). Pretax profit 488 (£65).

CLASHAW HOLDERS TRUST: Half-year to June 30. Interim 0.85p (0.75p). The board intends to recommend a final of not less than that paid in 1984. Figures in £000. Pretax revenue 650 (£65).

UNILOCK HOLDINGS: Figures in £000. Year to March 31. Turnover 19,762 (£14,423). Pretax profit 1,072 (£448).

FINE ART DEVELOPMENTS: Fine Art has acquired Club Centre of Leeds for £490,000 in cash and 500,000 Fine Art ordinary shares. Club Centre sells greetings cards by mail order.

ALVA INVESTMENT TRUST: Year to Feb. 28. Final 1.3p, making 2.9p (8p). Figures in £000. Gross income 241 (£353). Pretax revenue 97 (£218).

FLETCHER CHALLENGE: Challenge Properties subsidiary of Fletcher, has sold 47.5 per cent of the shares in Grosvenor Properties to Kupe Petroleum. The sale, which placed a value of NZ \$2.50 (99p) on each ordinary share, is subject to consent under the Commerce Act.

J. J. & D. FROST: Agreement has been reached between Mr R. J. Frost (chairman and chief executive of Frost) and the remaining directors for the acquisition, subject to shareholders' approval, of the outstanding minority interest in Cash Stamps for £1.05 million which will be satisfied by the issue to Mr Frost of 1.5 million ordinary shares.

LORNEX MINING: Net earnings of \$Can 12.5 million (about £6.6 million) for the six months ended June 30. These results were a sharp improvement over those of 1984, when the company sustained a loss of \$Can 1.9 million in the first half.

THORPAC GROUP: Year to March 31. Total dividend 2p (2p). Figures in £000. Turnover 4,111 (£2,832). Pretax profit 75 (£106).

ASHLEY INDUSTRIAL TRUST: Half-year to March 31. Figures in £000. Turnover 686 (£901). Pretax profit 33 (£157 loss).

REXMORE: Year to March 30. Total dividend 1p (1.46p). Figures in £000. Turnover 29,960 (£26,777). Profit, before tax, 513 (£647).

ALFRED FREEDY: Year to March 30. Final dividend 2.875p (2.75p), making 3.875p (3.5p). Figures in £000. Turnover 107,420 (£93,708). Pretax profit 1,017 (£862).

RMC: RMS's offshoot, Ready Mixed Concrete (SE Asia), has disposed of its 50 per cent interest in Ready Mixed Concrete (HK) to the holders of the other 50 per cent - Anderson, Asia Concrete and Anderson Asia Holdings (subsidiaries of Hutchison Whampoa) for HK\$63.75 million (£6.01 million) cash.

FORSHAW BURTON WOOD BREWERY: Forshaw is to make a 2-for-9 rights issue at 360p per share, which will be underwritten, to raise £3.24 million, after expenses. The proceeds will be used to help fund the substantial level of fixed capital investment required to redevelop and upgrade the brewery.

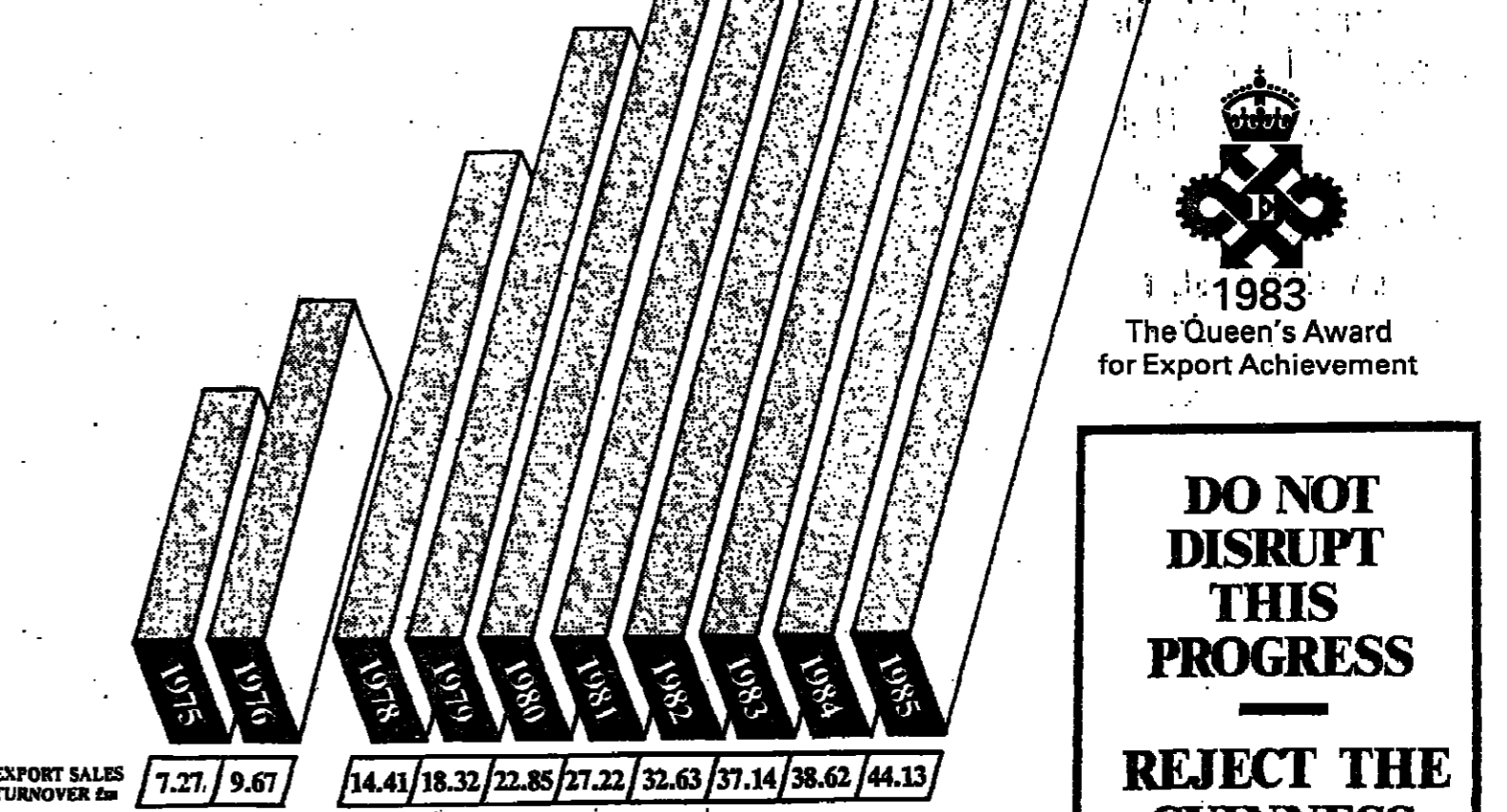
MILLS & ALLEN INTERNATIONAL: Through its US market research offshoot, the company has agreed to acquire Nabscon/Nationals Scanning Services - a US collector of retail scanning information. Nabscon collects national supermarkets sales data from checkout scanners in a national panel of 900 supermarkets which pick up product brand information from the bar codes on the products.

RECENT ISSUES

Table with columns for Company Name, Closing Price, and other details for various recent issues.

BELL'S PROGRESS IN EXPORT SALES CONTINUES

1985 EXPORTS UP 14%



Note: Years 1975 to 1976 inclusive are the twelve month periods to 31st December. Years 1978 onwards are the twelve month period to 30th June. This advertisement is published by Arthur Bell & Sons plc...

Base Lending Rates table listing various banks and their rates.

PLYSU PLC advertisement including financial data for years ended 31st March 1985 and 1984, and a coupon for requesting the 1985 Annual Report.

DO NOT DISRUPT THIS PROGRESS - REJECT THE GUINNESS BID advertisement featuring the Queen's Award for Export Achievement.

THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

STOCK EXCHANGE PRICES Shares slip again

ACCOUNT DAYS: Dealings Began, July 15. Dealings End, July 26. Contango Day, July 29. Settlement Day, Aug 5. Forward bargains are permitted on two previous days.

THE TIMES Portfolio DAILY DIVIDEND £2,000 Claims required for +29 points Claimants should ring 0254-53772

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INDUSTRIALS A-D, BUILDING AND ROADS, and INDUSTRIALS E-K.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for BUILDING AND ROADS, ELECTRICALS, and FINANCE AND LAND.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for L-R, MINING, and MOTORS AND AIRCRAFT.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INSURANCE, LEISURE, and NEWSPAPERS AND PUBLISHERS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OIL, OVERSEAS TRADERS, and PAPER, PRINTING, ADVERT'G.

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for BRITISH FUNDS and SHORTS (Under Five Years).

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for CHEMICALS, PLASTICS, and CINEMAS AND TV.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for L-R, MINING, and MOTORS AND AIRCRAFT.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INSURANCE, LEISURE, and NEWSPAPERS AND PUBLISHERS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OIL, OVERSEAS TRADERS, and PAPER, PRINTING, ADVERT'G.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FIVE TO FIFTEEN YEARS and UNDATED.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for CHEMICALS, PLASTICS, and CINEMAS AND TV.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for L-R, MINING, and MOTORS AND AIRCRAFT.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INSURANCE, LEISURE, and NEWSPAPERS AND PUBLISHERS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OIL, OVERSEAS TRADERS, and PAPER, PRINTING, ADVERT'G.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OVER FIFTEEN YEARS and UNDATED.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for CHEMICALS, PLASTICS, and CINEMAS AND TV.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for L-R, MINING, and MOTORS AND AIRCRAFT.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INSURANCE, LEISURE, and NEWSPAPERS AND PUBLISHERS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OIL, OVERSEAS TRADERS, and PAPER, PRINTING, ADVERT'G.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INDEX-LINKED and UNDATED.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for CHEMICALS, PLASTICS, and CINEMAS AND TV.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for L-R, MINING, and MOTORS AND AIRCRAFT.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INSURANCE, LEISURE, and NEWSPAPERS AND PUBLISHERS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OIL, OVERSEAS TRADERS, and PAPER, PRINTING, ADVERT'G.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for BANKS DISCOUNT HP and ELECTRICALS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for CHEMICALS, PLASTICS, and CINEMAS AND TV.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for L-R, MINING, and MOTORS AND AIRCRAFT.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for INSURANCE, LEISURE, and NEWSPAPERS AND PUBLISHERS.

Table with columns: No., Company, 1985 High, 1985 Low, Company, Price, Ch'ge, Div, Yld, P/E. Includes sections for OIL, OVERSEAS TRADERS, and PAPER, PRINTING, ADVERT'G.

Handwritten signature or mark at the bottom of the page.

LA CRÈME DE LA CRÈME

Trade 01-278 9161/5

TEMPORARY SECRETARIES

... with shorthand, audio, copy or word processing skills are very much in demand by prestigious companies in the St James' / Victoria area.

For your services, we will reward you with top rates of pay, excellent benefits, free training, genuine holiday pay, immediate bookings etc., etc.

Try the Kelly Difference at: 124 Victoria Street London SW1 (next to Victoria Palace Theatre)

Make tracks for **Kelly Girl** 01-630 5133

ADVERTISING AGENCY Confidential Work

An outstanding opportunity has arisen within a high profile UK advertising agency to assist the Director responsible for winning new accounts and developing existing ones. He gets together design proposals from the Creative Team, and in this highly and competitive world, these must stay confidential. You will liaise with Press and Clients, take care of press clippings, as well as the usual PA duties. This is a real chance for a secretary with enthusiasm and a mature outlook to become a PA in a fast moving and exciting business. 20-20, 20, 100 Age - 25 yrs.

01-437 8311 **Finesse** APPOINTMENTS LTD

Specialists for the 18-25 year olds



If you recognise these terms you will have just the expertise we are looking for. If you don't, but are interested to progress as a secretary and speak the City Language, call Clare Hudson. BA.

01-499 9175

CITY My Blain

2 SECRETARIAL POSTS IN AN INTERNATIONAL ORGANISATION located in Reading, Berkshire

One post with emphasis on linguistic qualifications (English and French or German), the other with emphasis on technical typing and secretarial support.

Attractive remuneration.

For details please contact: European Centre for Medium Range Weather Forecasts, Shinfield Park, Reading, Berkshire RG2 9AX Tel: 0734 876000 ext 425.

Ready for top job? Personal Secretary

Our Chief Executive and Town Clerk is looking for a

Scale 5/6 £8,181 - £9,771 per annum inclusive

If your experience has taught you the value of initiative, and discretion is second nature, then you will understand the demands of this post. It's a top job requiring the very best in secretarial skills with word processor experience a must. Every day is a new challenge with a pace that is guaranteed to keep you on your toes.

This post is subject to LMGSC procedures and priority consideration will be given to applicants from the G.L.C. and other London Boroughs alongside internal applicants. If no appointment can be made from within these categories, other candidates will be considered.

We offer 21 days' basic annual leave with extra leave at most Bank Holidays, a 36-hour week with flexible working hours; and interest-free loans for season tickets.

Applications in your own style to the Personnel Officer, Room 35, Ravensfield House, The Burroughs, Hendon, London, NW4 4BE. Job Profile available on request, telephone 01-202 8282 Ext 481. (01-202 6602 24-hour answering service).

Closing date 1st August, 1985

AN AUTHORITY COMMITTED TO EQUAL OPPORTUNITIES

LONDON BOROUGH OF BARNET

WANG/TELECOMMUNICATIONS OPERATOR

London office of major American Law firm situated in Mayfair requires person with considerable Wang Word Processing experience including glossary work on document processing levels. Wang Processing responsibilities include operating the equipment, troubleshooting, arranging maintenance and repairs, obtaining prices, ordering supplies and occasionally training others on the use of Wang equipment. The position also requires operation of telex and facsimile equipment on which you will be trained if necessary. Working environment is busy but informal with lots of co-operation. We offer a generous salary commensurate with experience, and pleasant working conditions. To arrange an interview please contact Mrs Brady, Office Manager on 498-6011.

01-499 9175

18 Hanover Square, London, W1. (Recruitment Consultants)

CITY My Blain

More temporaries work for Manpower

Wonder why?

More people work for Manpower than any other temporary help company. And for a long time - the average is almost 8 months! What they know, which you may not, is that Manpower promises the best possible package of rates and benefits... and delivers! Anyone can say they match you

to assignments: we do it. Anyone can offer holiday pay; we don't add impossible-to-achieve conditions. Anyone can claim they 'care'; we have a unique Silver Award scheme to prove it. Call us to find out why, for once, biggest is best.

MANPOWER Tel: 225 0505 24 hour answering service

OFFICE MANAGER - CITY c £15,000

A newly independent software house backed by a major international bank is looking for a person to take responsibility for its new offices near London Bridge. Reporting to the MD, the Manager will look after all personnel and premises administration and book-keeping, using an IBM PC and with direct control of two people.

The Company seeks someone with the ability to handle a lively collection of computer professionals, and who has a sound general education (A level, graduate or equivalent), and some knowledge of business procedures.

Salary and benefits will be according to experience and will include mortgage subsidy and non-contributory pension. Apply in writing with career details to Angela Tervet, 105 Fenchurch Street, London EC3M 5HH, quoting ref R113.

Advertising services: all applications will be passed direct to the client. **Miller, Brand & Company Limited** PROFESSIONAL PERSONNEL CONSULTANTS

Design in W1 to £8,500

An 'A' level or graduate Secretary with excellent presentation and a minimum of one year's work experience is required by this Design Consultancy. The emphasis is on teamwork and your creative influence and unforgiving nature will ensure the smooth running of the office. As well as providing secretarial support, you will co-ordinate the hectic days of the managers and creative workers and attend meetings, both external and internal. Age 21+. Salary £8.5k + v.a. experience. WEST END OFFICE 629 9686

ANGELA MORTIMER

Graduate Opportunity £11,000 + Mortgage

As right hand to this young and highly successful director you will be marketing the services of a leading player in the City Revolution to the States. He needs someone who can organize him through a hectic schedule, and pick up things first time. With good skills (90/50), and a well rounded international commercial background, your commitment will turn this PA role into a career. Age 20-24. CITY OFFICE 01-726 8491

ANGELA MORTIMER

Venture into High Technology £11,000

A first-class PA is needed to assist a senior member of the management team of a Victoria-based company involved in the field of venture capital for high technology developments in industry. In addition to having excellent skills (110/60), you will need to be extremely efficient and organized with the ability to work on your own initiative. Age 25-34. WEST END OFFICE 629 9686

ANGELA MORTIMER

Kensington Showroom

The Gaskell Broadloom Group of Companies manufacturers of all types of carpet, rugs, tiles and underlays, wish to appoint a person to have sole responsibility for their showroom.

The duties would suit a person who has a pleasant telephone manner, can type and can converse with customers, interior designers, architects, specifiers and overseas visitors. A flair for design, colour and display would also be an advantage.

Suitable training to gain product knowledge will be given to the successful applicant.

Daily duties include liaison with Group Companies and Representatives, telephone enquiries and sales.

Applications together with CV to the Contract Sales Director

Gaskell Broadloom Ltd Contract Division, 115 Shaftesbury Avenue, London W1P 2JL. Tel: 01-477 2300

PEPSI COLA

Pepsi-Cola is one of the largest international soft drinks companies in the world, operating in what must be one of the most exciting environments today. A vacancy has arisen for a Secretary at our Northern European headquarters situated in Knightsbridge. The Secretary will work closely with a small group of senior Operations Managers with responsibility across Northern Europe.

We require an experienced shorthand Secretary (preferably with audio) with excellent typing, interpersonal and administrative skills and familiarity with telex and word processing machines. This position provides a significant opportunity for personal responsibility and initiative. The salary will be negotiable according to age and experience, and the benefits are those expected of a major multinational company.

If you are interested in working hard in a highly professional but stimulating environment, then write enclosing CV to:

Mrs Julia Osborne, Personnel Administrator, PepsiCo International, 2 Basil Street, London SW3 1AA.

Are you still only earning £9,000 p.a.?

MacBlain Nash is one of London's most successful consultancies when it comes to providing personnel to that prestigious group of top companies everybody seems to want to work for.

If you're very good at your job why not call Victoria Martin on 01-499 9175? Tell her why you should be earning more than you probably are. And if she agrees, you probably soon will be.

MacBlain Nash Temporary Secretaries Recruitment Consultants 10 Hanover Square London W1R 0AU.

Highly Recommended! £10,500

Free to understand the meaning of the word delegation but the Managing Director of this City based public company has a proven track record. As his PA, you will be encouraged to make your own decisions in a stimulating and expanding environment. Senior level secretarial expertise in a multi-lingual and international travel knowledge will be an advantage. Age: 28-40. Skills: 100/60.

Designs on your future? c.£8,000

Young West End design consultancy needs a secretary with special powers of co-ordination. Can you organize diaries, visit clients and arrange the running of the office? If so, you will be a definite asset. Flexible, calm under pressure and have a great sense of humour. Age: 20-25. Skills: 90/50.

HAZELL STATION ASSOCIATES

RECRUITMENT CONSULTANTS 8 Golden Square, London W1 01-439 6021

PA/SECRETARIES (2 posts)

GRANTS & SERVICES The Head of this Section, who is also the Council's Deputy Director, requires a PA/Secretary to keep some order in his very varied and often hectic life. The Section is primarily concerned with running a number of grant schemes designed to help craftspeople at all stages of their careers and there is a lot of client contact.

EDUCATION This busy Section of two requires a PA/Secretary to deal with all aspects of its administrative and secretarial work, and to help organize projects and activities designed to foster the crafts in education.

Both posts need a pleasant but firm personality and good telephone manner. Previous sound office experience is essential together with shorthand and typing (100/40 wpm min). Audio and maturing experience an advantage.

Salary in range £7,082-£7,834 p.a. + possible proficiency allowances of up to £1,180. 24 1/2 days annual leave, season ticket loan and non-contributory pension scheme.

For further details and application form contact Penelope Rhodes, Crafts Council, 8 Waterloo Place, London SW1Y 4AT. Tel: 01-930 4811. Closing date for receipt of applications: 9th August 1985.

Use Your Initiative as Executive Assistant/Secretary

to Managing Director of new London-based international shipping organisation. You must have excellent secretarial skills, good education ('A' level or above), and the willingness and confidence to tackle a range of tasks, including research. Additional advantages would include WP experience and working knowledge of French or Spanish.

This job offers genuine responsibility in a small team dealing with industry and government. Enthusiasm and a flexible approach will be vital. In return you will have real involvement in all aspects of the organisation and the opportunity to develop with it. Attractive salary by negotiation.

Tel: 01-283 2922, Ext 235 (No Agencies)

SECRETARY TO THE DIRECTOR OF FINANCE & OPERATIONS

The Cable Authority, a recently established body concerned with the promotion and regulation of cable television and cable systems in general, requires a Secretary, with first class shorthand and typing skills, to work for its Director of Finance and Operations. We are offering excellent working conditions, salary c.£9,000, private medical scheme, 23 days' holiday per annum. Please send full cv. by 31st July 1985.

TRIZ CABLE AUTHORITY Gillingham House, 38-44 Gillingham Street, London, SW1V 1BN. For further details please ring 01-421 6161 (no agencies).

SENIOR PARTNERS SECRETARY/PA HOLLOWAY SOLICITORS

require an experienced legal secretary for senior partner of small specialist commercial conveyancing practice. Word Processing and shorthand skills, the ability to organize and to handle clients essential. Sense of humour and initiative advisable if you are to fit into this friendly firm. £10,000 + twice yearly reviews and 4 weeks holiday. Ring Peter Jacobs 01-580 0305.

PUBLIC RELATIONS c£11,000 + benefits SW1

An excellent opportunity exists to further your career in public relations, responsible for trade and P.R. in a company involved in a competitive brand of spirits. Working in a small team of 3, your duties will include attending trade fairs and exhibitions, handling press and publicity, liaising with the company's distributors and retail outlets. You will be responsible for the design and production of all promotional material. Excellent organizational skills, initiative, education at least to 'A' level and relevant experience are essential requirements. Age 25 to 30. Please call 434 4512

Crone Corkill Recruitment Consultants 28 Regent Street, W1

SALES SECRETARY

required for hectic front office of West End Language School. Selling language courses to an international clientele we need a smart, efficient, numerate person with excellent typing skills, handwriting and telephone manner to perform a wide range of administrative duties. Languages useful. 29+ £7,500 per annum. Tel: Lucille Wymer 880 2983

WANG Deputy WP Supervisor c£5,500 pa

Based in the West End you will use your expert knowledge and experience to help organize and maintain the Wang O.L.S. 140 System for this medium sized professional firm. Excellent working conditions. Please telephone. Mastercard Recruitment 338-1712.

USA CALLING! £9,000

Organise Conferences & Entertainment when you assist the newly appointed MD of this money-spinning American Company. Meet Executives visiting the UK, be included in arranging training seminars, deal with Delegates & provide shorthand secretarial support. Use your initiative to hold the fort in his absence & develop your senior level capabilities as you chart your way to the top. Call JACKIE MILLS on 623 1228.

DRAKE PERSONNEL

ENTERTAINMENT USA £10,000

As PA to the Vice President of the Marketing and Sales Promotion Division of this American-based company, the world is your oyster! Have the opportunity to travel and to expand your secretarial role as much as you want. You should have had experience in Marketing, P.R., Advertising or similar and have fast shorthand speeds. For a senior position with total involvement and the most fantastic prospects call SHARON MINTY on 734 0911.

DRAKE PERSONNEL

Chairman's PA

If you feel you now have the confidence and experience to act as a Chairman's PA, this could prove ideal. The charming French Chairman of a small property and investment co in Mayfair will appreciate a well groomed, well educated PA, 25+, with flair, initiative and who preferably has spoken French, lots of initiative, flexibility and skills of 90/60. Will be rewarded with the opportunity to become fully involved running the office in his absence. Beautiful office and £9,000 neg p.a. plus revew.

JOAN TREE RECRUITMENT CONSULTANTS 39 FLORENCE STREET W1C 01-278 3888

CHIEF EXECUTIVE £12,500

You will be a Secretary/PA in the office of a large financial/banking group of companies. You will be involved with managers and acquisitions total confidentiality plus the ability to work long hours under pressure when required. It is necessary together with fast shorthand/typing skills (110/70). Age 25-35, excellent benefits include free lunch plus discretionary bonus. 01-377 8800 City 01-438 7001 West End

Secretaries & Assistants Plus The Secretarial Consultants

JOB IN A MILLION £12-£15,000

Expanding international side of leisure company is looking for a polished sophisticated private secretary who is used to dealing comfortably with VIPs. Excellent secretarial skills, wonderful presentation and an easy 110/70. Age 20-32.

ESTATE AGENTS £9,500 50% secretarial - lots of telephone work - lovely office - someone who is dynamic and able to do 10 things at the same time! Audio and 90/65. Age 19/24.

TM International Ltd Secretarial Recruitment 50 Hans Crescent SW1 01-584 9633 01-584 9631 Individual career advice for secretaries and personal assistants

The Royal Marsden Hospital Cancer Fund PA/SECRETARY

The Royal Marsden Hospital is widely recognised as being one of the world leaders in the fight against cancer. The Hospital's Cancer Fund is an important element in the financial support which the hospital receives for this work.

As PA/Secretary to the Appeals Organiser, you will need to be a competent, versatile person who is not only a good shorthand typist, but also fully able to cope with administrative detail and become involved with mailings and promotions. The ability to have easy and enthusiastic contact with people at all levels, is another important attribute. As well as all the interests and satisfactions of this position, a salary of £7,500 is offered.

Please send cv to Rear Admiral A. J. Monk, Royal Marsden Hospital, Fulham Road, London, SW3. Informal telephone enquiries to 01-352 4686 will be welcomed.

SECRETARY/P.A. S.W.7

Cheerful, competent secretary able to work on own initiative is required for prestigious small, but expanding London office of a large Swedish construction company. Good telephone manner, accurate typing (75w.p.m.) essential. Shortlisted candidates must also be available to attend meetings and general liaison. Beautiful modernised offices overlooking park. Salary up to £9,000. Hours 9 a.m. - 5 p.m. Please send cv. to

The U.K. Manager, A.S.C. Ltd., 5 Hyde Park Gate, London SW7 5B.W.

PROPERTY BUYERS GUIDE RENTALS

Trade 01-837 3462 Private 01-837 3333 or 3311

Trade 01-837 0645. Private 01-837 3333 or 3311

BELL Chartered Surveyors. MEXVALL ROAD, SPYING PLACE. BLACKHEATH PARK. On the corner of Spying Place...

COTTAGE IN CLAPHAM NEAR COMMON. 334 sq. ft. 3 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

BATTERSEA PARK. Immaculate flat, quiet position with one of the best views over the park...

GRAFTON SQUARE. Real opportunity to purchase a 4 bedroom period house overlooking Grafton Square...

BELL Chartered Surveyors. WANDSWORTH TOWN. 111 sq. ft. 3 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

PHILLIPS, KAY & LEWIS PKL. The rental specialists. IF YOU ARE LOOKING FOR THE BEST FURNISHED PROPERTY IN LONDON. CALL US ON South of the Park 352 8111 or North of the Park 722 5135

GEORGE KNIGHT & PARTNERS. The Letting Agents. OFFER A SPECIALIST SERVICE to both landlords and tenants for the letting of high quality flats and houses in all of London's finer districts...

SW1 SELF-CONTAINED modernized duplex flat, 2 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

BATTERSEA. House on 2 floors, decorated to highest standards, 3 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

CLAPHAM PARK. 3 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage. Beautiful garden, close to park...

MERTON PARK, WIMBLEDON. Warm 3 bedroom house, 2 bathrooms, 1 living room, 1 kitchen, 1 garage...

NEPHEW HILL. 3 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage. Beautiful garden, close to park...

FURNISHED RENTALS. BELGRAVIA, SW1. Exceptional flat in spacious side wing, close to park...

Hampton & Sons. 41 Arlington Street. Tel: 01-483 2222, Telex: 25241

ROBERT BRUCE & PARTNERS. VICTORIA BRIVE, SW19. Unusually attractive house with large garden and garage...

EAST OF ENGLAND. COUNTRY HOUSE. Large country house with four floors, close to park, excellent garden...

CHALET COTTAGE in Putney. 18 cent acre 2 bed garden flat, 2 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

TUDOR FARMHOUSE. Ideally situated in quiet countryside, 2 hrs. London, 6 bedrooms, 2 baths, 1 living room, 1 kitchen, 1 garage...

MIDLANDS. LARGE converted school in Birmingham, 12 miles from London, 12 bedrooms, 2 baths, 1 living room, 1 kitchen, 1 garage...

IRELAND. DELIGHTFUL detached cottage on 1 acre site in County Tyrone, North Ireland, 2 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

ECCLESTON PLACE SW1. Selection of luxury interior designed 1/2 bed flats in new development. Use of garden. Private parking. Long company lets. 290-2150

Hampstead, NWS. Ultra modern house in immaculate condition throughout. Ideal, spacious, family accommodation...

SOUTHWOLD. Attractive det. house with 3 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage. Close to park, excellent garden...

COTTAGE IN WIMBORNE. On A140, 200 sq. ft. 2 bed garden flat, 2 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

NORTH SUFFOLK. Liverpool St. 100 mins. New luxury country house with 12 bedrooms, 2 baths, 1 living room, 1 kitchen, 1 garage...

LOUGHBOURNE. 1000 sq. ft. 4 bed detached house, 4 bedrooms, 2 baths, 1 living room, 1 kitchen, 1 garage...

RETIRE TO NORTH YORKSHIRE. 1000 sq. ft. 4 bed detached house, 4 bedrooms, 2 baths, 1 living room, 1 kitchen, 1 garage...

PEBBY DAMM PROPERTIES. 736 5249. CHESEA HOUSE, SW1. 2 bed flat, 2 bedrooms, 1 bath, 1 living room, 1 kitchen, 1 garage...

WESTGATE TERRACE, CHELSEA, SW1. Attractive 2 floor flat with terrace, 2 beds, recep. k. b. £175 p.w.

SUPER SECRETARIES. 01-837 0668. also on page 24

OVERSEAS PROPERTY. Trade 01-837 1987. Private 01-837 3333 or 3311

RENTING OR LETTING. A flat in Central London? £150 to £1,500 per week. To single studios to luxurious apartments. Short or long term lets.

WIMBLEDON VILLAGE 2 flats to let. 2 bedrooms & 1 bedroom. New decor, 100 sq. ft. each, £240 pcm. Tel: 01-846 1166

UNIVERSITY OF LONDON INSTITUTE OF NEUROLOGY. Secretary. required for Department of Neurological Surgery. Duties include typing and compiling on a Philips Word Processor...

NERIA IS SPECIAL. NERIA IS DIFFERENT! This is the 'Garden of Europe' and the sun shines forever 320 days each year.

SUNWEST TRAVEL. Pool House, Falkland, GLE 12 62A. Tel: (0454) 241 144 (24 hrs).

CAP D'ANTIBES. THE PRIVILEGE OF A RESIDENCE RENTED BY THE YEAR. In a private park of 15000 m² in the midst of century old pine-trees and with sea-view.

SELECTIVE PROPERTIES MARBELLA. For the finest selection of property currently available, there's only one number worth knowing. 01-311 100

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

PROPERTY WANTED. The CASL Accommodation Service places only young professional men and women in full time employment under 3-year contracts for entry into the Institute of Chartered Accountants in England and Wales.

STUDIOS, APARTMENTS, VILLAS, CHATEAUX & ISLANDS IN THE SUN. TO GET MORE OF THEM INTO YOURS CALL: THE TIMES CLASSIFIED. 01-837 3311 01-837 3333

RESIDENTIAL PROPERTY/2

Thirteenth century abbey as a house

The church provides a wide variety of homes from its historical ownership, and Braxtons of Haywards Heath are asking more than £350,000 for the Abbey, Robertsbridge, East Sussex, a Grade II listed building adjoining the ruins of the Cistercian Abbey.

The house, in 20 acres, was originally part of the abbey built in 1250 and extended in the 16th and 17th centuries. It includes the ruins of the old abbey and a listed barn and oast which could be sold separately. The main house includes three reception rooms, six bedrooms and a crypt adjoining the kitchen.

Peter de Savary, the businessman and yachtsman who bought the historic Elizabethan Littlecote, near Hungerford, three months ago for more than £2 million, is to recall the 83-acre estate which includes the famous Roman Oratory mosaic. Through Knight Frank and Rutley and Hampton and Sons, around £3 million.



A most unusual London pied-a-terre has come on to the market for the first time: the stone-fronted lodge standing at the foot of the steps of the Brompton Oratory, one of the most conspicuous of the capital's Roman Catholic churches, which has just celebrated its centenary. The fathers of the Oratory community have decided to sell the lodge, used by their staff, to raise capital to meet their heavy financial commitments, and the Grade II listed building dating from the turn of the century is for sale through Knight Frank and Rutley, who are asking for offers over £25,000 for a 21-year lease. The lodge, which needs modernization, has four rooms, kitchen and bathroom, and a small garden.



An artist's impression of the living room-dining room of the Savoy Apartments, next to the Savoy Hotel, which Lassmans are selling for £280,000 to £925,000

Living at the Savoy

The Savoy Hotel in the Strand is one of the best-known international hotels; a suite costs around £300 a night. In a wing of the hotel buildings some apartments were let in the early days of the hotel, which then became part of the hotel as overflow rooms.

Now, since a deal between the Savoy Hotel and Ladbroke Group Properties, the latter have developed 13 fully air-conditioned apartments, reconstructing the wing to make luxury accommodation whose address, Savoy Apartments, exudes the prestige of anyone who might otherwise stay at the pub next door. The deal was done in 1980 and it has taken since then to complete the development, which provides 10 two-bedroom apartments and a three-bedroom penthouse on the top eighth floor, which has its own landscaped roof garden.

Under the deal, the owner of each apartment will have the use of the hotel's services, including food and laundry. They are all linked directly to the hotel by telephone, each apartment has a service door from the hotel, and each has private access to the hotel and its shopping centre.

On the first five floors of the building there are two apartments, all slightly different, with a hall, two bedrooms, two bathrooms, a kitchen and living room-dining room. The three three-bedroom apartments have a floor to themselves, and the prices range from £280,000-£350,000 for the two-bedroom units to £785,000 and £825,000 for the three-bedroom apartments, with the penthouse, including its 775 sq ft roof garden, priced at £925,000. All are on 120

year leases, with service charges of around £6,000 a year.

The entrance hall, maintaining the art deco feel of the hotel, was designed by David Hicks, who is also responsible for the decoration and furnishing of the show flats. Lassmans, the selling agents, believe that they are the only fully air-conditioned apartments of their sort in London, equipped in such a way because of the likely demand from overseas buyers who expect air conditioning.

Even before the apartments have gone on the market, and well before some of them have been finished, the interest, particularly from overseas, has been intense. It has come from some people who have stayed at the hotel and have heard about them, while others have been on Lassmans' lists for some time waiting for such an opportunity.

The firm has had calls from the Middle East, from the US, West Germany and Norway, and Anthony Lassman believes the apartments will soon be sold. Already an individual has reserved one, but it is likely the main sales will come from companies buying the flats for their staff and for prestige entertaining - private apartments with the services of the Savoy Hotel. They will also make good investments for people who have had suits at the hotel, and can see the purchase of an equivalent suite - with the same facilities - as a good investment.

The apartments, entered through a door near the main hotel entrance, will have 24-hour security, uniformed porterage and underground parking, all the responsibility of the hotel.

CW

COUNTRY PROPERTY



A Courtyard Mews in Kingston

Combe Hill Stables, a Grade II Listed Building, is an exclusive development of individually designed houses with 2, 3 or 4 bedrooms. Carefully reconstructed to high specifications this private estate is the perfect setting for people wanting a distinctive home with special character. Prices from £165,000-£290,000

Visit the beautiful showrooms and setting Wednesday to Sunday inclusive 11 am-5 pm at Beverley Lane, Combe Hill, Kingston. Telephone 01-845 8027 or contact Marston Homes on 01-736 7133.



SOUTH ENGLAND

Humberts

WEST SUSSEX

Peworth 5 miles, Putborough 7 miles. A delightful Grade II listed Elizabethan farmhouse with beautiful views to the Downs

Entrance hall, 3 reception rooms, 3 bedrooms, dressing room, kitchen/breakfast room, oil central heating, garage, outbuilding, hard landscaping, swimming pool, hard tennis court. 2 bedroom cottage. Garden and paddocks. For Sale Freehold with about 6 1/2 acres. Details: London Office. Tel: 01-623 6700. (01-2087128)

OTFORD

Individual apartment of the highest standard conversion of the finest Georgian mansion. Sports grounds of lawns and tennis courts, swimming pool, tennis courts, swimming pool, tennis courts, swimming pool, tennis courts.

NEAR TONBRIDGE

University student house, originally 17th century, converted into 14 flats. Excellent for accommodation as family homes or self-contained units. Features: double garage, swimming pool, tennis courts, swimming pool, tennis courts.

SEVENOAKS

Two beautiful detached cottages situated in the Conservation Area of Sevenoaks. Features: double garage, swimming pool, tennis courts, swimming pool, tennis courts.

Hampton & Sons

40 HIGH STREET, SEVENOAKS, KENT. TEL: 0755-40000

Whiteheads

EQUESTRIAN CENTRE

Horsham 7 miles. A33/M23 3 miles. Superb conversion of fine period barn and stable block in 16 Acres. 2nd floor, 4 bedrooms, 1 on each 2nd floor, superb oak kitchen/dining room, double garage, 3 timber lawns, 2 1/2 acre garden, 2 1/2 acre paddock.

REIGATE, SURREY

Luxuriously appointed new family house in superb 7 1/2 acre garden. Hall, chrm, 3 reception, 5 beds, 2 baths & shower, kitchen, utility rm, 2 1/2 car gar, oil, double glazed throughout, security system.

THE BUCKINGHAM

THE SANDRINGHAM 2,300 sq ft - £205,000. Completion August/September. Colour brochures available.

THOMSON ROYALTON

THOMSON ROYALTON DEVELOPMENTS LTD. 24/25 Queen Street, Reading, Berks. Tel: 0734 600200

HENLEY ON THAMES

Centre of Town 7, acre Gothic Grade II. Large character house, 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

LYMINGTON

Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

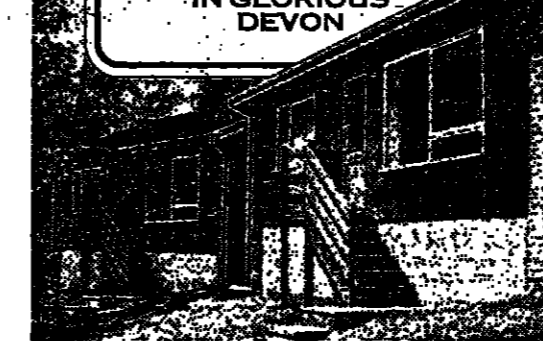
WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

HOLIDAY BUNGALOWS FOR SALE IN GLORIOUS DEVON



Sounds like a dream come true? Well that's just what it is. Within the glorious grounds of the Lerrwood Country Club, North Devon we are selling 2, 3 and 4 bedroom leasehold holiday bungalows from £118,500.

The club has all the facilities you and your family need including swimming pool, squash courts, tennis courts and games room in addition to the club bar and restaurant.

Or you can relax on the beautiful North Devonshire beaches which are just a short drive away. Do not miss this unique opportunity. For further details including finance and re-letting arrangements write to or telephone Mr Stephen Holt, Lerrwood Country Club Ltd., Lerrwood, Near Bideford North Devon. (STD 02372) 7072



Strutt & Parker

01-629 7282, 13 Hill Street, Salisbury, Wiltshire. A UNIQUE OPPORTUNITY TO DESIGN AND BUILD THE HOUSE OF YOUR CHOICE ON A superb woodland site in unspoilt countryside near Salisbury.

- Malden/Ashford 19 miles. Tenterden 6 miles. Staplehurst 5 miles. (Charing Cross 55 minutes)
- 4 sites of 1-4 1/2 acres each
- Outline planning consent for four large country houses
- Design and construction service available. £80,000 to £125,000

Canterbury Office, 2 St Margaret's Street (1227) 451123 (Ref. 85C2474)

The Fairway

CROWTHORNE, BERKSHIRE. Two individually designed houses built on mature, half-acre plots in a leafy, private lane facing onto the 18th Fairway of Brinkley Golf Club.

THE BUCKINGHAM: 2,500 sq ft - £215,000. THE SANDRINGHAM: 2,300 sq ft - £205,000. Completion August/September. Colour brochures available.

Thomson Royalton

THOMSON ROYALTON DEVELOPMENTS LTD. 24/25 Queen Street, Reading, Berks. Tel: 0734 600200

DORKING

Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

FARNHAM

Large detached house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.



HUNTING GATE HOMES CHRYSLER

- 3 & 4 bed detached homes from £55,950 to £71,950
- Sandy Lane, Northwood. Individually designed 3 bed luxury detached homes. Prices awaited.
- The Clarendon, Brighton. 2, 2 & 3 bed cottage style homes from £27,450 to £28,450
- The Clarendon, Brighton. 4 bed luxury detached homes from £132,500
- The Clarendon, Brighton. 2 & 3 bed detached houses from £72,950
- 2 & 3 bed homes - prices awaited.

HUNTING GATE HOMES SOUTHERN

- Gosham Park, Mickleham-on-Sea. 3 & 4 bed detached houses from £45,450 to £77,950
- The Links, Walsley. 3 bed detached homes from £43,950
- The Links, Chatham. 3 & 4 bed houses and bungalows from £29,950 to £28,950
- Church Meads, Sutton. 1, 2 & 3 bed cottage style homes from £38,995 to £35,500
- Chestnut Court, Stratford. Duplex and 1 bed apartments from £28,995
- The Clarendon, Brighton. 2 & 3 bed detached houses from £25,450 to £42,750
- Hill View, Whyteleafe. 1 & 2 bed cottage style homes from £35,950
- The Clarendon, Brighton. 1, 2 & 3 bed homes from £29,450 to £39,950

HUNTING GATE HOMES CHRYSLER

- Walsley Field, Chatham. 2 & 3 bed homes
- Chestnut 2 & 3 bed homes

HUNTING GATE HOMES SOUTHERN

- STRATHAM Studio & 1 bed apartments, 2 & 3 bed homes

Hunting Gate

For further information on prices and availability of each we send lists copies to either of the following: Hunting Gate Homes Chryslers, 3/4 Park Street, Hitchin, Herts. SG4 9BE. Tel: Hitchin 31244. Hunting Gate Homes Southern, Buckland House, 1 Church Lane, Esher, Surrey, KT19 3DL. Tel: Esher 58475. BT 977

SAVILLS

BERWICKSHIRE - Tweed Valley 11 ACRES. Collieston 3 miles, Kelso 5 miles. One of the finest of the Tweed Valley. Classic Georgian house overlooking the River Tweed. The Down House to the Heron Estate.

Springhill House, 8 reception rooms, 8 bedrooms and 3 bathrooms. Off-road car park, 200 ft of mature garden, superb views overlooking the River Tweed. FOR SALE AS A WHOLE OR IN 3 LOTS. OFFERS OVER £170,000. John Agnes, JOHN SALES & PARTNERS, 20/20 Glendale Road, Wooler, Northumberland. Tel: 0668 81611. SAVILLS, Edinburgh.

46 Chichester Square, Edinburgh EH2 4HQ. Tel: 031-226 6961. Telex: 774079.

Lane Fox & Rylands

OXON/WILTS BORDER. Swindon 4 miles; M4 Motorway 7 miles. RESIDENTIAL, MODERN AND STOCK FARM. Parrot Farmhouse, Arable and Traditional Buildings. 143 acres Arable, 57 acres Pasture, 9 acres Woodland. ABOUT 216 ACRES IN ALL. For Sale Privately as a Whole or in 4 Lots. Thomas St., Cirencester, Glos. Tel: 0285 3101

SOUTH ENGLAND

SOUTHBOURNE

Large detached house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

HAMPTON COURT 5 MINS. EAST WIMBORNE

Lowly house, 10 reception rooms, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

WIMBORNE AREA

Wimborne Area. Charming Victorian house in superb 10 acre garden. 5 reception, 10 chm, 4 bedrooms, party, office, 2 baths, 2 1/2 car gar, oil, double glazed throughout, security system.

SOUTH ENGLAND Trade 01-837 3462. Private 01-837 3333 or 3311

DOMERSET - Very 10 miles. A substantial stone house on a beautiful site overlooking the sea. 4 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms, 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

LONG DITTON, SURREY (SOUTH BOROUGHS ESTATE) 2 bed apartment conversion in listed building. 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

BRIGHTON £50,000 2 bed apartment conversion in listed building. 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

DEAL, KENT A new detached house with finished garden. 4 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

Hampton & Sons 10 Imperial Square, Chesham, Bucks. Tel: (0294) 514949

LONG DITTON, SURREY (SOUTH BOROUGHS ESTATE) 2 bed apartment conversion in listed building. 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

BRIGHTON £50,000 2 bed apartment conversion in listed building. 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

DEAL, KENT A new detached house with finished garden. 4 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

OVERSEAS PROPERTY Trade 01-837 1987 Private 01-837 3333 or 3311

MARBELLA 5000 ft high. 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

MARBELLA 5000 ft high. 2 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

FARNINGHAM Grade II listed 17th cent semi det. 4 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

STEYNING Historic Sussex Town No. 5, Down, sea, spacious, 4 bedrooms, 2 bathrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

LOUDBURY Brick and Flint Lodge 5 double beds, 3 bedrooms, 2 reception rooms, 2 living rooms, 2 dining rooms, 2 sitting rooms.

REIGATE, SURREY Luxuriously appointed new family house in superb 7 1/2 acre garden. Hall, chrm, 3 reception, 5 beds, 2 baths & shower, kitchen, utility rm, 2 1/2 car gar, oil, double glazed throughout, security system.

PERSONAL COLUMNS

Trade 01-837 2104 and 01-278 9232 Private 01-837 3333 or 3311

HOLIDAYS AND VILLAS

Last Minute & Advance Booking JULY/AUGUST HOLIDAY BARGAINS... Trade 01-837 2104 and 01-278 9232 Private 01-837 3333 or 3311

MEMORCA

HIGH SEASON DEPARTURES... High season availability - Friday... Tel: (0622) 677071 or 01-309 7070

TRAILFINDERS

Workwide low cost flights... The best - and we can prove it... 100,000 clients since 1970

FLIGHTS, FLIGHTS

★ ★ ★ WE'RE NO 1 ★ ★ ★ ★ ★ IS CLASS ★ ★ ★ ★ ★ EXECUTIVE CLASS ★ ★ ★ ★ ★ TOURIST CLASS ★ ★ ★ ★ ★

SUNWORLD TRAVEL

59 South St. Epsom, Surrey (03177) 27538/2553/27109/41769/24832 All Flights Bonded

ISLANDS IN THE SUN

JULY/AUG/SEPT... Coral Cays, Bahamas... Villas and apartments... Tel: (01) 373 3391

ISLAND HOLIDAYS

LIOS ISLAND HOLIDAYS... Tel: (01) 437 0537 01-734 9503

LOWEST FARES WORLDWIDE

EUROPE from £248... USA from £299... Tel: (01) 437 0537 01-734 9503

MEMORIAL SERVICES

MEMORIAL SERVICES... Tel: (01) 373 3391

ANNOUNCEMENTS

ANNOUNCEMENTS... Tel: (01) 373 3391

DEATHS

ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES

DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS

ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES

DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS

ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES

DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS

ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

PERSONAL COLUMNS... Trade 01-837 2104 and 01-278 9232 Private 01-837 3333 or 3311

TRAILFINDERS... Workwide low cost flights... The best - and we can prove it... 100,000 clients since 1970

ISLANDS IN THE SUN... JULY/AUG/SEPT... Coral Cays, Bahamas... Villas and apartments... Tel: (01) 373 3391

ISLAND HOLIDAYS... LIOS ISLAND HOLIDAYS... Tel: (01) 437 0537 01-734 9503

LOWEST FARES WORLDWIDE... EUROPE from £248... USA from £299... Tel: (01) 437 0537 01-734 9503

MEMORIAL SERVICES... MEMORIAL SERVICES... Tel: (01) 373 3391

ANNOUNCEMENTS... ANNOUNCEMENTS... Tel: (01) 373 3391

DEATHS... ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES... DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS... ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES... DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS... ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES... DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS... ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

MARRIAGES... DAVIDSON & HOOKER - On July 20th... Tel: (01) 373 3391

DEATHS... ALCOCK - On July 22nd, 1985... Tel: (01) 373 3391

FOR SALE... RESISTA CARPETS... Super Meridian velvet pile... 148 Wandsworth Bridge Rd. Tel: 01-731 3368

MARKSONS PIANO SALES NOT ON... MARKSONS PIANOS... Tel: 01-834 4617

ROYAN DISTRICT... Mid-West Atlantic Coast... Tel: (0273) 525454

SAVE 80 BEACH HOTEL... CORFU JULY & AUG... BLADON LINES 01-785 2200

JAMAICA, FALMOUTH... Cottage on private beach... Tel: (01) 437 0537

DISCOUNTED FARES... MALAGA, PALMA, TENERIFE... Tel: (01) 437 0537

UP UP & AWAY... JOURNAL, NARROW, DASH... Tel: (01) 437 0537

FLAMINGO TRAVEL... 3 New Queen St, London Arch... Tel: (01) 437 0537

MALAGA, TENERIFE, LANZAROTE... 1111 Travellers, ATOL 1296

CHEAPEST FLIGHTS... WINDSOR VARELLA... Tel: (01) 437 0537

FOOTBALL... FOOTBALL... Tel: (01) 437 0537

LOWEST air fares... LOWEST air fares... Tel: (01) 437 0537

SK 85/86... BLADON LINES... Tel: 01-785 2200

U.K. HOLIDAYS... U.K. HOLIDAYS... Tel: (01) 437 0537

OWNING TO CANCELLATION... OWNING TO CANCELLATION... Tel: (01) 437 0537

AWAKE TO THE ISLE OF MULL... AWAKE TO THE ISLE OF MULL... Tel: (01) 437 0537

FLAT SHARING... SW12, Regent 2, 2nd floor... Tel: 01-834 4617

MARKSONS PIANO SALES NOT ON... MARKSONS PIANOS... Tel: 01-834 4617

ROYAN DISTRICT... Mid-West Atlantic Coast... Tel: (0273) 525454

SAVE 80 BEACH HOTEL... CORFU JULY & AUG... BLADON LINES 01-785 2200

JAMAICA, FALMOUTH... Cottage on private beach... Tel: (01) 437 0537

DISCOUNTED FARES... MALAGA, PALMA, TENERIFE... Tel: (01) 437 0537

UP UP & AWAY... JOURNAL, NARROW, DASH... Tel: (01) 437 0537

FLAMINGO TRAVEL... 3 New Queen St, London Arch... Tel: (01) 437 0537

MALAGA, TENERIFE, LANZAROTE... 1111 Travellers, ATOL 1296

CHEAPEST FLIGHTS... WINDSOR VARELLA... Tel: (01) 437 0537

FOOTBALL... FOOTBALL... Tel: (01) 437 0537

LOWEST air fares... LOWEST air fares... Tel: (01) 437 0537

SK 85/86... BLADON LINES... Tel: 01-785 2200

U.K. HOLIDAYS... U.K. HOLIDAYS... Tel: (01) 437 0537

OWNING TO CANCELLATION... OWNING TO CANCELLATION... Tel: (01) 437 0537

AWAKE TO THE ISLE OF MULL... AWAKE TO THE ISLE OF MULL... Tel: (01) 437 0537

RENTALS... APPEAR ON... PAGE 27

JUNIOR ASSISTANT... Required by well known... Tel: (01) 437 0537

PART TIME VACANCIES... SECRETARY/PA... Tel: (01) 437 0537

NON-SECRETARIAL APPOINTMENTS... RECEPTIONIST... Tel: (01) 437 0537

TEMPORARIES... You probably know all about our standards... Tel: (01) 437 0537

SENIOR SECRETARY... Our Group Quantity Surveying Director... Tel: (01) 437 0537

MOYSES STEVENS... Have immediate vacancies for the following staff... Tel: (01) 437 0537

ACCOUNTS CLERK... In this varied and interesting job you will be responsible for all the work... Tel: (01) 437 0537

PERSONAL ASSISTANT... We require an articulate person who can act as a secretary... Tel: (01) 437 0537

ENTERTAINMENTS... Continued from page 31... Tel: (01) 437 0537

ART GALLERIES... ANTHONY D'ORVILLE... Tel: (01) 437 0537

TRAINER BROKER... A vacancy has arisen for a trainer broker... Tel: (01) 437 0537

WIMBLEDON RENTAL FIRM... shortly expanding to Hong Kong connection... Tel: (01) 437 0537

Spink Buy War Medals... Spink Buy War Medals... Tel: (01) 437 0537

Bentley Selling Jewellery?... Selling Jewellery?... Tel: (01) 437 0537

CONCERT... CONCERT... Tel: (01) 437 0537

Today's television and radio programmes

BBC 1

6.00 Ceefax AM. 6.50 Breakfast Time with Frank...

tv-am

6.15 Good Morning Britain presented by Anne Diamond...

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

9.20 The Pink Panther Show. Three cartoons in 1. 9.40 Huckleberry Finn...

tv-am

9.25 Thames news headlines followed by Larry Lamb (1)...

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

BBC 1

1.05 News After Noon with Richard Whitmore and Frances Coverdale.

tv-am

12.00 Tales from Fat Tulip. The story of the Seven Washing Machines.

BBC 2

6.55 Open University: Victorian Moral Painting. Ends at 7.20.

CHANNEL 4

2.30 Film: Andros and the Lion' (1982) starring Alan Young.

Radio 4

On long wave. Also stereo VHF. 5.55 Shipping Forecast. 6.00 News...

Radio 2

On medium wave. 1. Also VHF stereo. News on the hour.

Radio 3

6.55 Weather. 7.00 News. 7.05 Your Midweek Choice. Part 1.

RENTALS APPEAR ON PAGE 27 JUNIOR ASSISTANT SECRETARY/PA

ENTERTAINMENTS

also on page 30

First Published in the Commons
 fore storm
 ty words

THE TIMES
 1785-1985

This Bicentenary Special Report marks the 350th anniversary of the Royal Mail and looks at today's Post Office services

The king behind the post



Charles I decided 350 years ago next week that he needed to raise a bit of extra cash so he opened up his private letter delivery network to the public. Thus was born the Royal Mail, and the state's desire for money from the postal system has not changed that much in the intervening period with the Government still taking more than £60 million a year from the modern Post Office.

Celebrations of the anniversary of the founding of the Royal Mail come at a time when a profitable Post Office is having to operate in a business that is more competitive than anything it has had to face during the last three-and-a-half centuries.

The pains and strains of that process have surfaced on a couple of occasions this year in the form of industrial action. But with a £550 million investment programme and a substantial productivity deal with the unions under its belt, the corporation is confident of confounding its critics who question the quality of service given by the nationalized industry.

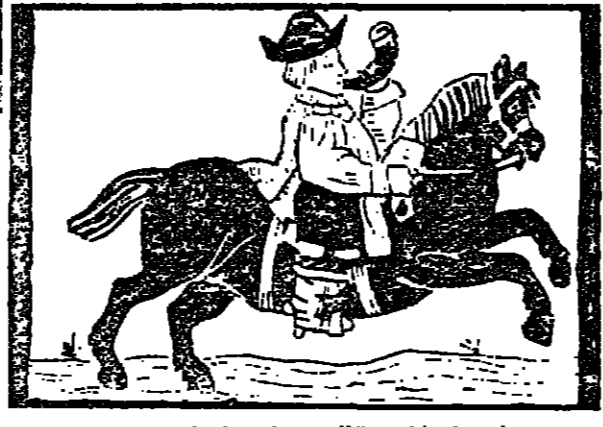
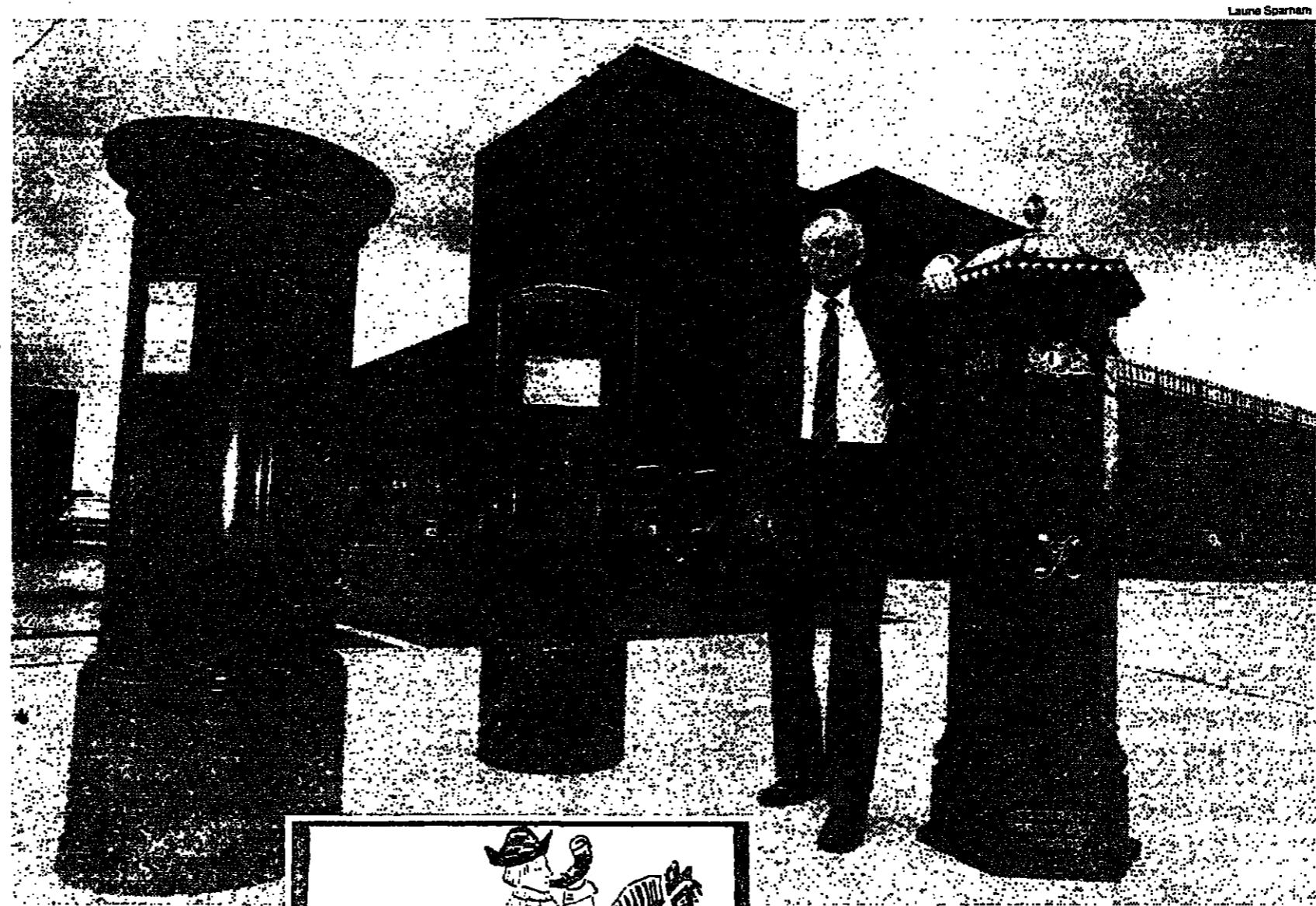
Last year's figures showed the

Post Office made a £116 million profit and that figure should increase to well over £130 million when this year's results are announced within the next few days. A consequence of the steadily increasing volume of mail it handles and hitting regularly the profit targets set by the Government, is that the corporation will try to hold letter prices at their current level.

By comparison, the performance of the postal business in the late 1960s and 1970s (when it was still attached to the telecommunications arm) was hit by falling volume, poor productivity and falling investment in an industry wracked by industrial disputes. The picture was so gloomy that the management at one stage was close to abandoning the parcels business because of horrific losses.

A change of top management with Sir Ronald Dearing, a former senior civil servant at the Treasury and Department of Industry, being drafted in by the Government to revitalize the postal business after the split from telecoms in 1981 and a slightly less hostile economic climate has produced a turn around in its fortunes.

One of Sir Ronald's first moves, seen at the time as a major gamble, was to freeze



letter prices and since then the stabilization of prices has been a main plank of the corporation's strategy. But another key factor, according to the chairman, was the privatization of telecoms business which "released an enormous amount of energy and commitment". Smaller is better, he believes, because the level of competence increases as the size of a business is restricted.

So despite the Post Office still being one of Britain's largest enterprises with a turnover of more than £2,700 million, Sir Ronald is pushing that business ethos through into the separation of the corporation's operations into four distinct businesses. National Girobank has always had separate manage-

ment structure and that has now been joined by the £600 million a year counters business which within a couple of years will be turned into a wholly-owned subsidiary.

Similar plans exist for the appointment of managing directors for the letters business which is worth about £2,000 million a year and for parcels.

"What this does is to open the arteries of the business so that the blood can flow freely. If the arteries are long and narrow you can sometimes get blockages," Sir Ronald said.

Moving more than 4½ million letters and 600,000 parcels a day is a mammoth task. And in addition to the substantial difficulties that can arise in

same day delivery at a premium rate, to Intelpost, the world's first international facsimile service by satellite and Electronic Post.

There has been a progressive chipping away in recent years of the Post Office's monopoly and although it faces no challenge for its delivery services in rural areas, pressure is mounting for the business traffic in urban areas to be opened to competition.

Sir Ronald said, no doubt with Government mutterings about the future of the monopoly in mind: "We have no God-given right to deliver mail. We have to compete."

An essential part of the management's strategy has been a programme to reduce over-

heads, centred on boosting productivity. It recently signed what Sir Ronald has described as "the deal of the century" with the Union of Communication Workers. In return for higher bonus payments, it guarantees union acceptance of changes in working practices, the introduction of new technology, and use of part-time workers to reduce the high levels of overtime.

Without the deal the corporation has already made substantial improvements in its performance reducing its costs by 5 per cent during the last three years. Productivity in the mails operations has improved by 14 per cent during the past four years.

Much of the investment in its five-year plan is being channelled into increasing mechanization of mail handling and introducing automated counter operations in many large high street post offices. The corporation's management were stung by criticisms in two Monopolies and Mergers Commission reports in the past four years which argued that the management was lacking in expertise and that the quality of service was not as high as it should have been.

The Post Office aims to deliver a first-class letter the day after posting but has only been achieving about 86 per cent of next day deliveries recently. Blame for that is laid on industrial disputes and Sir Ronald said that in a trouble-free June, the target was being hit regularly. He has set a deadline of the end of the year for the 90 per cent to be achieved every month.

About £300 million of the investment will go on replacing old buildings or providing extra accommodation. More than 500 sorting offices and high street post offices are housed in buildings over 60 years old.

INSIDE

Uniforms through the ages page 34
 Girobank's profitable new direction page 35
 Achieving industrial harmony page 36
 Aggressive marketing and how Datapost found a place in the market page 38
 The High Street revamp page 39
 The finest news service and the vital postcode page 40
 Britain trains the world page 41
 Historical milestones and stamp design page 42

David Felton
 Labour Correspondent

PHILIPS

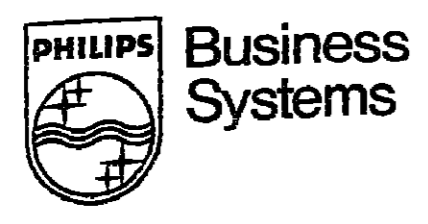
Why does the Swedish Post Office keep sending us fan mail?

We're a modest bunch at Philips, but we've always had our admirers. Though over-emotional clients are, thankfully, about as rare as a tuppenny blue.

For 10 years the 'Postverket' had been perfectly happy with their existing Philips system. But when the time came to update, they looked around carefully. Weighed up all the options. And chose... Philips. Again.

'After all,' they said, 'What better to replace a Philips system than another Philips system?'

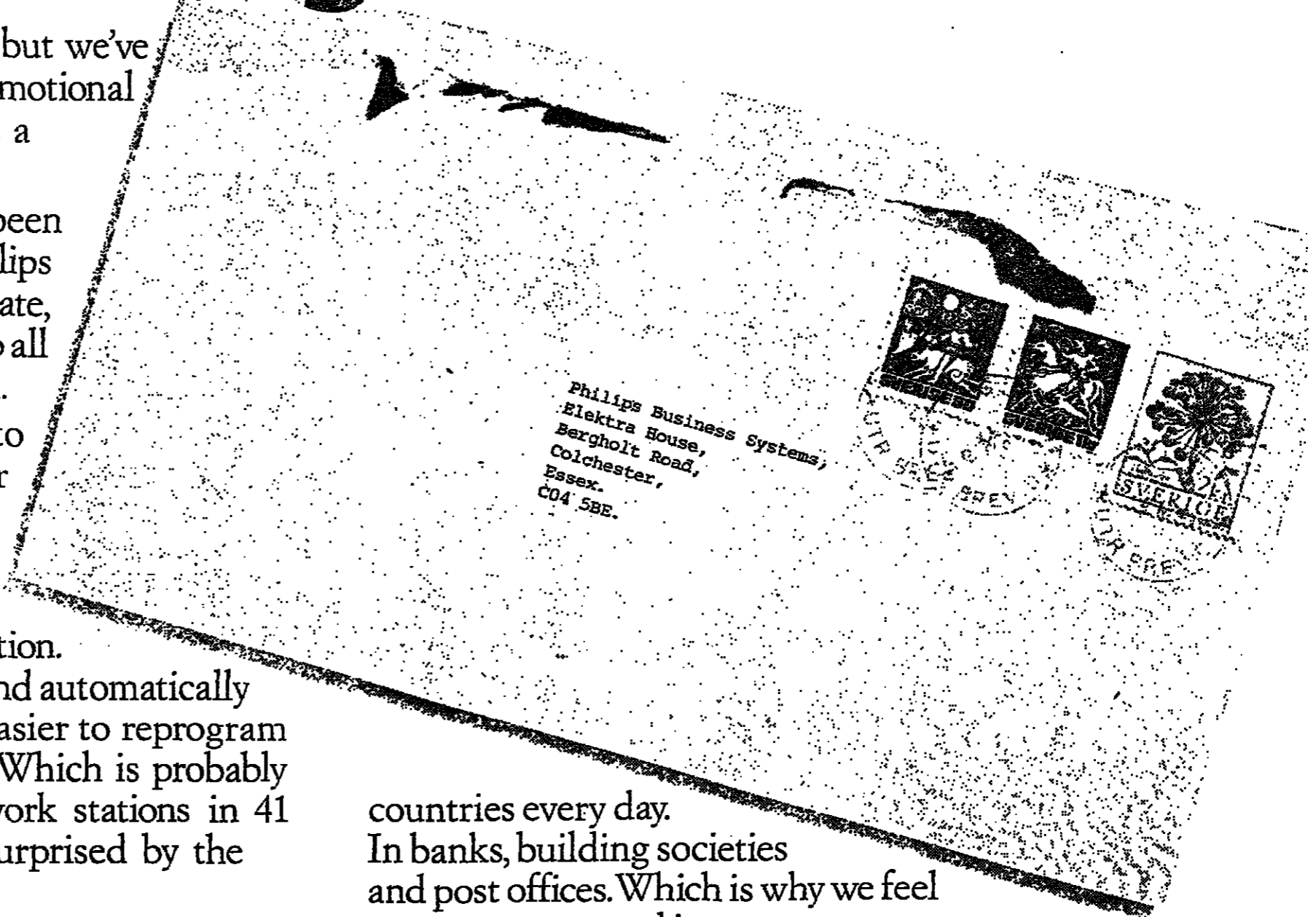
From the Swedish point of view the system they chose is about the best in the business. It registers every transaction. Instantly. It controls account balances, and automatically balances the books. Every day. And is easier to reprogram than any other computer of its kind. Which is probably why we've fitted more than 100,000 work stations in 41 countries. Mind you, we weren't too surprised by the Swedish stamp of approval.



At Philips we're busy fitting countless systems in umpteen

countries every day. In banks, building societies and post offices. Which is why we feel we can recommend it to anyone.

Needless to say, the whole package comes first class.



Fashion in the post



One of G. K. Chesterton's Father Brown stories hinges on the uniform of a postman. During the course of a murder investigation, everyone agrees that no one had called at the house where a murder had been committed. Father Brown discovered that "no one" included the postman, so he accepted a figure that he and his sack (containing the body) had passed to and fro without anyone noticing.

It was not always so. Uniform for postmen came in the late 18th century, when the guards of the mail coach service - founded in 1784 - wore black hats with gold bands and scarlet coats with blue lapels, trimmed in gold.

In 1792 the controversy began as to whether Letter Carriers should wear uniform. The Secretary to the Post Office was against the idea, fearing that it would cost a good £600 a year to clothe no less than 230 men. Lord Walsingham, the Joint Post Master General, thought it would add to the dignity to the office, and that men in uniform might be noticed if hanging about in ale houses or frequenting pawn shops.

Letter Carriers often had quite a lot of money on them, and they were angry - first because they considered a uniform was a reflection on their honesty, and second, because they would be presented automatically as a target for thieves.

In 1793 they got a beaver hat, a scarlet cutaway coat, with blue lapels and cuffs and a blue cloth waistcoat, with brass buttons on which the wearer's number was inscribed. This was proposed to be renewed annually, but the men had to provide their own trousers - not always a match, and sometimes less than elegant or clear. Waterproof capes were not issued until 1855, when there was a change to a frock coat - still red - a new hat, and, at last, trousers.

Scarlet continued to be the postman's colour for many years, but in 1861 it was decided that red became dirty too quickly. The new uniforms were blue, with touches of scarlet in collar and cuffs, with scarlet piping.

Postwomen, who joined the Post Office in large numbers during the 1914-18 war were entitled to uniforms from 1915, when they got a blue serge cap - or straw hat - a blue serge skirt and cap, and boots.

Resigning the uniform seems to be a constant preoccupation. In 1969 there was a complete break with tradition and a grey uniform, in man-made fibre, was introduced. This time the Post Office went to the workers and asked for their ideas on what would be essential in a new uniform. The Post Office has now returned to blue - both dark and light blue.

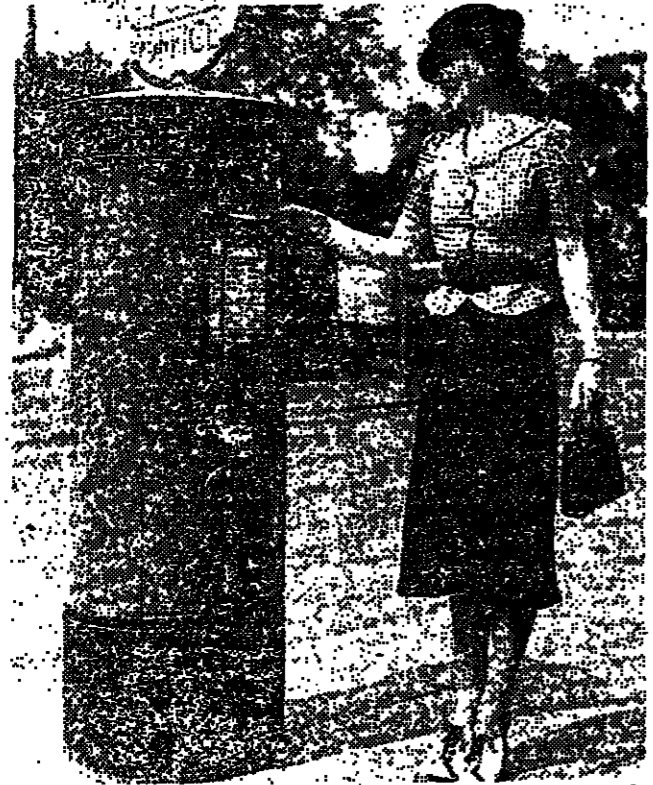
The new uniforms have begun to be issued this year, and for outdoor postmen it includes four shirts, a tie, a hat, a belt, two pairs of trousers, a jacket, a jumper, a thermal coat and a waterproof with leggings. For sorters the coat sleeves zip off to leave a fashionable and warm gilet. The jumpers have smart shoulder and elbow patches.

Compared with the tailcoats in blue, the red frock coat with the striped blue and white waistcoat, the tunic, shako and brass buttons of earlier years, the new uniform seems utilitarian rather than attractive. The lack of the ability to clean heavy uniforms in the past makes one thank heaven for the man-made fibre. And postmen and postwomen do not have to provide their trousers.



The postman's uniform, 1855-60, of red coat, blue and white waistcoat and tall hat, left, was followed by sober blue with red piping, brass buttons and cap. In 1915 women had blue serge with boots, and even by 1921 not a lot had changed

The perfect pillar box?



Up to date in 1938: Tightly belted cloqué skirt, high-heeled lace-up shoes and a pillar box with the new George VI cipher

One of the strangest incidents in Post Office history was the kidnapping of a pillar box. An old Victorian pillar box was to be taken out of service and one of the people of Greenford was so infuriated that he dug it up and took it home - quite an undertaking, as the foundations are deep, and the box extremely heavy.

He claimed his father had been the first man to post a letter in the box and extracted a promise from the Post Office that the box should never be destroyed.

A pillar box has to be strong, watertight, thief, child and snail proof, designed in such a way that letters do not get stuck half way down. The door must not open to the street, or into the prevailing wind. There seems to have been an endless search for the perfect pillar box, ever since 1852 when Anthony Trollope, the novelist, who was then a Post Office surveyor's clerk, suggested that letter boxes might be introduced into the Channel Islands, following the continental pattern.

After the introduction of the uniform penny post, there was an enormous increase in the sending of letters, and roadside posting boxes were put up as early as 1840. Until then people had had to hand in their letters to post offices or to the Letter Carrier. He had a penny for every letter, and would ring a bell on the street at six pm for late letters to go out on the Night Mail.

The first boxes were considered hideous

There was some suspicion of the new letter boxes, and at the same time, the public was urged to put a slit in their front doors for the delivery of letters.

The first pillar boxes were five feet high, square, and with a large iron ball on top. They were considered hideous. The Department of Arts and Science in South Kensington was approached for a new design and the result was a charming cylindrical box, decorated with a lion's head and swags of flowers, picked out in gold.

There had been only six of the square design - in Fleet Street, the Strand, Pall Mall, Piccadilly, Grosvenor Place and Rutland Gate. There was no real uniformity and pillar boxes of varying design had been erected in other parts of the country.

The Arts and Science model was made standard throughout the country, with the decoration removed. But it was soon found to be too small to cope with the volume of post from the less frequently emptied country boxes. The new design was much larger, but swiftly withdrawn, on the discovery that people could remove letters as easily as postmen.

Until 1874 boxes were painted a dull bronze green, but "Pillar Box Red" has been an acknowledged shade since then. The Royal Cipher has appeared on pillar boxes from the beginning, except for an unfortunate oversight in 1879-87 when the current design omitted not only the Royal Cipher but also the words Post Office.

Hexagons, pillars - one of them eight feet high - some with points of the compass on the top, some looking exactly like dustbins - all have served the public. The latest is the K design, of which there is one outside the Albert Hall.

There is a collection of historic boxes hidden in the basement - because of the great weight - of the Post Office Museum. The Curator, Ralph Welsted, has the dream of installing them in Postman's Park, the little oasis of green opposite the GPO in St Martins le Grand, presided over by a statue of a scowling Minotaur.

Unfortunately, the kidnapped pillar box seems to have disappeared: but some resurrected Arts and Science boxes should cheer the place up considerably.

From coach and horses to trains and planes

The combined talents of the young Benjamin Britten and W. H. Auden helped to make the documentary film *Night Mail* in 1936 a small classic of its kind. Speed was the most important thing in the delivery of the mail and it always has been. In the early days the mounted post boy reckoned to do seven miles an hour in summer, five in winter. There were complaints, then as now, about the slowness of the service.

The Post at present, instead of being the swiftest is almost the slowest conveyance in the country; and though, from the great improvement of the Roads, other Carriages have proportionately mended their speed, the Post is as slow as ever. So wrote John Palmer, who had an idea for a mail coach service. The Bath Mail took nearly two days to reach London and the stage coach 17 hours.

The experimental run by Palmer's coach began at the Rummery Tavern in Bristol - it still stands - calling at the Three.

How the mail moved with the times

The travelling post office, where mail could be sorted and bagged up en route, was introduced in 1838, with elaborate arrangements of nets whereby mail could be picked up and off-loaded while the train was in motion.

The motor car was adopted quickly

Tuos in Bath, and reacting The Swan with Two Necks in Lad's Lane, Wood Street, London, 16 hours later. He had achieved what had been declared an impossibility.

Within two years, mail coaches were serving all the principal roads from London, changing horses about every 10 miles, and travelling about 10 miles an hour. Edinburgh to London took 60 hours and the coaches had armed Post Office guards on board, who were also responsible for keeping the run to schedule, and for blowing the long, straight horn to give warning of the coach's right of way.

In 1835 there were 28 mail coaches leaving London every night except Sunday from the

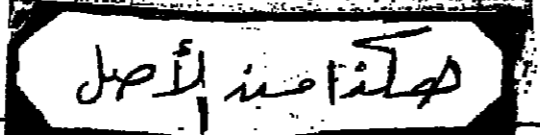
The Post Office was also quick to adopt the motor car. In 1897 there was a cautious trial of a steam motor mail service between Mount Pleasant sorting office and Redhill. In 1895 a local postman had built a steam-tricycle, nicknamed the Craigie-war Express, and Postie Lawson's delivery round must have been enlivened by odd machine, part giant steam kettle, part tricycle.

Delayed by the First World War, the Post Office finally had a fleet of 48 vehicles in 1919. The sovereign's birthday there was a ceremonial procession of mail coaches, which assembled in Lincoln's Inn Fields and was a popular spectacle.

The Post Office was quicker to grasp the use of the railways and within a few days of the opening in early November 1839, mail was sent by rail between Manchester and Liverpool. By 1838 the railway had connected Liverpool, Manchester and Birmingham with London, and the last London mail coach stopped running in December 1845.

In 1911 the Post Office had taken to the air in honour of the Coronation celebrations of George V, and the regular air service was inaugurated in 1919. Letters had, of course, always been carried by sea, and the Archive of the Post Office has some fascinating material contained in ship's logs, such as that of the Windsor Castle, attacked in the West Indies by French privateers (the captain and five men boarded and captured the pirate). Five Sea Post Office sorters, attempting to save their 200 sacks of mail went down with the Titanic in 1912.

Congratulations on successfully delivering correspondence between King Charles I and Queen Elizabeth II.



From British Airways, who've been flying post-haste since 1919. **BRITISH AIRWAYS** The world's favourite airline.

We are proud to be associated with the Post Office and offer our congratulations on their 350th Anniversary.

Suppliers of Labels, Tags & Screen Print. (0562) 743107

HENDERSON, HOLMES & REISS LIMITED

are proud to be associated with **THE POST OFFICE ON THEIR 350th ANNIVERSARY**

Leading suppliers of Pocketings and Linings to the Clothing Industry for over 50 years.

Hendon House, Tilson Road, Manchester M23 9WR
Tel: 061-998 9711
Telex: 667891

Going Forth

Congratulations to the Post Office on 350 years of service to the public. We are proud to work for them and to be their design consultants for the British Philatelic Bureau.

Congratulations also to W.L. Gore & Associates on their contract to supply Gore-Tex outdoor uniforms for British postmen. We work for Gore too.

Forth Studios Limited
Scotland's oldest graphic design consultancy
10 Blenheim Place EDINBURGH EH7 5JH
Telephone 031-556 5152

If you would like to know more about us write for our free colour brochure.

THE COUNTER REVOLUTION
Strategic planning for tomorrow's Post Office

Logica congratulates The Post Office on its 350th anniversary and is delighted to be associated with its current initiative in technology.

For some time, Logica has been working with The Post Office on one of the largest information technology projects ever undertaken in the UK - the Counter Automation project. Studies relating to business and marketing needs, network design and evaluation of technical options have encompassed a variety of approaches ranging from computerised accounting, to the possible use of 'smart' cards and state of the art encryption and security techniques.

The Post Office is one of the many organisations from a wide variety of market sectors who turn to Logica for specialist and consultancy skills. Services in consultancy include:

- strategic policy and management studies
- organisational development for information technology
- communications studies
- computing and office systems consultancy
- system audits and reviews

To make use of our extensive experience contact:

Alan Smith
Logica UK Limited
64 Newman Street
London W1A 4SE
tel +44 1 637 9111
telex 27200

Bri

ROYAL MAIL 350 YEARS TO THE POST

expensive comm...
Such are the...
authority confer...
history but also...
ing accomplishin...
almost 40 milli...
600,000 parcels...
day - with dai...
more than 20 m...
in Britain alone...
postal administr...
to Britain f...
The British...
Service...
created in 1965...
popular demand...
has carried on...
projects in 35 cou...
Any potential...
drawn up by f...
would make inter...
Britain can off...
world's most ad...
ing systems, w...
using equipment...
flexible enough...
increased volume...
come.

A consultancy...
with an inquiry f...
client who is the...
one or more cons...
assessment of the...
service. Recomm...
prepared in Britai...
staff New equi...
needed, is acqu...
consultancy...
through internati...
procedures.

The consultancy...
continues in cl...
equipment: on...
belonging to train...
ation and mainten...
cal help through...
programmes is re...
The main fundin...
The service is...
professional fee-...
receiving no subs...
from government...
Independence, loy...
dent, and genuin...
advice are thereb...
Whether the c...
improve existin...
plan and implem...
the approach is...
the service is co...
from consultancy...
buying and instal...
piece of equipm...
Two

The growth of Bri...
mail service...
phenomenal. In...
operation has b...
from scratch to...
where 2 million fir...
day are carried b...
An investment...
year is made in...
which involves...
charter aircraft...
miles every nigh...
ation sleeps, onc...
top priority lett...
down to its desti...
The growing us...
has been the res...
construction of...
particularly to...
areas and of...
reduction of late...
Equally import...
that charter airc...
less likely to be...
industrial activ...

FOCUS

ROYAL MAIL/3



On the hoof: The postman of 1938 delivers the goods in the Cotswolds. Right: The present uniform, which was introduced this year, returned to the dark blue after the flirtation with grey, and this represented the first complete redesign since 1969

How the Girobank became a high street money-puller

National Girobank, the banking arm of the Post Office, has been a late developer - later, at least, than the planners expected in 1968 when the bank was launched. But after an abrupt change of direction in the early 1970s Girobank has planted its feet firmly in both corporate and retail banking.

It now has to cope with its own explosive compound growth of 20 per cent a year. The original concept of National Giro was as the ultimate quick, cheap money transmission service. Through a highly centralized system based in Bootle, and a sophisticated computer system, Girobank would handle mass money transfers using the P.O. resources to give it convenience and mass appeal.

But the mass appeal never materialized. The planners had misjudged the market and found that instead of flocking to the new service in their millions, people stayed away in droves. Despite the convenience of being able to bank through local post office branches people found, for example, they got a much fuller banking service from a conventional high street bank. After 12 years of existence, Girobank had still picked up only one million clients by 1980.

It changed tack in the 1970s and aimed at attracting corporate business. It concentrated on large retail groups. The theory was that shops collected a lot of cash during the day and would welcome the convenience of disposing of it at the nearest post office.

The post offices also welcomed cash - unlike most high street banks - to use to pay social security benefits. Girobank could either act as ordinary banker for the retail client or transfer the money to the client's existing bank account elsewhere for a fee.

Its success was considerable. During the decade Girobank attracted Marks & Spencer, W. H. Smith, Safeway, Woolworth and J. Sainsbury on to its client list. It now handles about 30 per cent of all retail takings in Britain, with an annual throughput from corporations of more than £30 billion.

Girobank also set out to persuade local authorities to allow council tenants to pay rent at post offices through the Giro system. With 38 million rent payments a year, this

proved fertile new ground for Girobank.

By the end of the 1970s Girobank felt secure enough to look again at the personal banking side of its operation. New legislation allowed it to offer a wider range of services and it has managed to boost the number of its private clients by nearly a million, to just under two million in five years.

Its position now, with invested deposits of a respectable £900 million, is quite distinctive within the banking sector. Though it cannot compete in size with the large UK clearing banks it is the fastest growing. In 1983-84 it produced pre-tax profits of £13.5 million and is expected to have made about £18 million last year when it reports at the end of July.

Government targets for the return Girobank is expected to make have been raised from 19 to 22 per cent on net mean assets in recognition of its impressive performance. In 1982-83 it produced a 33 per cent return and a 25.3 per cent return the following year.

Its clientele though is less selective than the high street banks and almost exactly mirrors Girobank claims, the spread of the British population both geographically and socially.

While Girobank is now pushing forward on corporate and retail banking it is clear that the biggest developments are on the retail side. It now offers free banking when in credit, deposit accounts with competitive rates of interest and bridging loans.

Further services, such as mortgages, overdrafts and a credit card are set to follow. The thrust of the bank's policy is to

offer a full banking package comparable with that of a high street bank.

Under the Post Office Act - the legislation which also governs Girobank - the bank is not allowed to indulge in anything other than *loans fiduciary* banking. But as the high street banks move into new areas, such as home loans, Girobank feels able to follow without contravening its charter. Much of its development, however, depends on new technology and Girobank is putting in a great deal of effort.

Although its original computer system was sophisticated for its day it has been overtaken by newer systems installed in other banks. Above all, it is inflexible and cannot cope, for example, with administering ordinary overdrafts which is why Girobank does not, officially, allow them.

But a new computer system is being installed at a cost of about £7 million so far, which will be faster, bigger and more flexible.

Girobank's other big technology investment is the installation of automatic teller machines (ATMs) in post office walls. It is part of the LINK system which includes a number of large building societies and other financial institutions. Girobank aims to install 130 cash machines nationwide by the end of next year.

There is little reason why Girobank should not maintain its present rapid growth for the foreseeable future. It is busy setting up regional offices to service existing clients better and to sell its services to new ones.

Richard Thomson



Post haste: A mobile pillar box is touring Tonbridge in Kent to allow customers to send evening mail ahead of the rush

Back on the write tack

ROYAL MAIL
350 YEARS
SERVICE TO THE PUBLIC

People in the south-west write more letters than those living in the north-east: the "romantic" age of the late teens and early twenties send more letters than the staid 25-44 age group; and inveterate letter writers hate the Post Office but love the postman.

Those are just some of the statistics thrown up by research into letter-writing habits which also reveal that the English and Scots write more letters than the Welsh, and women write twice as many letters for pleasure than men. Overall, the surprising message is that private letter-writing is on the increase.

The Post Office relies for most of its income on the profitable 75 per cent of mail posted by businesses. But private letter postings have increased by 5 or 6 per cent a year recently. The 15 per cent of all mail that is written for social or pleasure reasons is increasing, according to the Post Office, because it has been able to stabilize prices and to improve the quality of service through more realistic delivery times.

The Letter Writing Bureau, representing manufacturers of stationery and pens, has discovered that people write letters mainly for pleasure because they find they can be more witty than in a telephone conversation and because they find a letter a better "environment" for the exchange of gossip. The most prolific letter writers are teenagers and the over-65s. People in the South West write more than 44 letters a year while in the north-east the figure is only 29.

Many sorting offices have an area known as "Heartbreak Corner" where wrongly addressed mail is handled. About one item of mail in 100 is undeliverable because it carries an address that does not exist. But each office has its own local postal detective who, using local knowledge and "nos" built up over the years, can often direct mail correctly which sometimes does not even have an address.

Worst culprits are holiday-makers sending cards home who write their cards but forget

to put the address. In cases such as these it is still possible the card will reach its destination because a sorter will check for another batch of cards in the same handwriting and despatch the bundle to the relevant area in the hope that in the local office a postman will recognize the name and complete the delivery.

Badly addressed mail costs the Post Office about £8 million a year in wasted man hours. In addition to the 1 per cent that is undeliverable, a further 2 per cent is delayed while postal staff try to find the correct address. The main centre for badly addressed mail is at Portsmouth, although there are six other offices around the country which specialize in incorrectly addressed letters and postages.

The volume of letters being posted has been rising at the rate of about 5 per cent which is the best period of sustained growth since the post-war boom years in the late 1940s. The mail is collected from 100,000

postboxes and after sorting is delivered to 23 million addressees, a number which rises by about 400,000 a year. The British Post Office is the only profitable postal service making two deliveries a day to the door rather than to central collection points as happens in other countries.

The Post Office's target is to deliver 90 per cent of first class mail on the first working day after posting, a percentage that is agreed with the Government and the Post Office Users' National Council. The last precise figures show that the corporation achieved 86.2 per cent although figures to be published soon are expected to show an improvement to 88 per cent after the end of industrial disruption.

The target figures for second class mail is that 96 per cent should be delivered by the third working day after posting and the latest figures available show that 92.9 per cent was achieved. Workloads increase dramati-

cally at Christmas when the Post Office handles more than 1,000 million cards, letters and parcels. During the early weeks of December about 100 million items of mail are handled daily, compared with the normal average of 42 million; 160 temporary collection points are established at venues such as village halls and schools and 35,000 extra staff are taken on to cope with the workload.

The Post Office also handles 119 million items a year of mail destined for overseas that travels by surface and 417 million items of air mail. In the reverse direction, 120 million items of surface and 549 million of air mail are brought into the country.

More than 200 sailings a month are used for surface mail and the mail coming into Britain is handled at five main offices in Manchester, Glasgow, Reading and two in London, Mount Pleasant and the King Edward Building in the City. There are customs operations at those offices where parcels are opened for drugs and other illegal imported goods.

DF

Ford's biggest postal order.



If further proof were needed that the Ford Escort really delivers, talk to The Post Office.

They've been driving Escort vans for some time now, and with such excellent results that, by the

end of the year, they will have some 3,000 of them, 2,100 powered by Ford's exceptionally economical new diesel engine. These vans are now in the process of being delivered, so they'll soon be appearing on

the roads. And when all 3,000 have arrived, it will most certainly be a red letter day for both Ford and the Escort.

Ford cares about quality.



100100

The aim is industrial harmony

The seven-week strike by postmen in 1971 proved to be a watershed for industrial relations from which it took the Post Office and the leading union several years to recover and still has its reverberations.

Some in the industry argue that the recovery has only been completed recently with the privatization of the telecommunications side in 1981 which coincided with a growing volume of mail that was being handled. That, in turn, was used to persuade the 177,000 Post Office employees they were no longer working for a contracting industry.

The management was also able to improve the productivity record which, contrary to unions' experience in other industries perhaps had been accompanied by the creation of new jobs, albeit on a fairly modest scale.

Stable industrial relations, with its adjunct of good personnel management, is regarded by Sir Ronald Dearing, chairman of the Post Office, as one of the most important tasks for his executives and managers. In a business which is so labour intensive it is not difficult to see why so much importance is attached to achieving industrial harmony.

That policy has been under the greatest strains this year since 1971 with two outbreaks of serious industrial action which caused widespread disruption of mail services and threatened complete dislocation of deliveries had either disputes persisted. Both took place against the background of attempts by the Union of Communication Workers (UCW) and the management to secure approval for the business efficiency programme which introduced revised working procedures and new productivity measures.

Mount Pleasant office in central London in April posed a threat to movements of mail around the country as it plays a critical role in the distribution of one third of the nation's letters and parcels which passes through the capital. That dispute was about the introduction of a piece of advanced machinery. But the second dispute, involving dozens of sorting offices mainly in southern England, started over the innocuous issue of the delivery of local election polling cards.

The strikes served to underscore the tensions in the corporation as moves toward the new working methods gathered pace. Even after their acceptance, neither union nor

militant branches are to be found.

Mr Tuffin argues that his critics are wrong. "I believe I shall be proved right at the end of the day, because we are now moving away from a reliance on overtime, which was endemic to a high productivity, high bonus industry."

The Post Office has a wide network of industrial relations staff spread around the country and each head postmaster has at least one specialist to advise on labour problems and to handle disputes. Serious problems are generally dealt with at the top tier of each of the corporations' 10 regions by controllers of personnel and industrial relations.



Rough round: Alan Beavitt sails the mail across Loch Broom three times a week after a seven-mile walk

management is prepared to predict that the implementation of the efficiency package will be achieved without further industrial problems.

Out of the 177,315 people employed by the Post Office, 143,000 are organized by the UCW whose general secretary, Alan Tuffin, was criticized by many of his members for allying himself too closely with the management's proposals. The deal will cut back the amount of overtime which in turn hits union members hardest in the large cities where the more

Mr Tuffin is wary of devolving industrial relations away from the centre, particularly as the UCW is a highly centralized union. Despite those reservations the devolution will continue and industrial relations are already handled separately by management in the counter business, unless there is a question of national corporation policy.

In addition to the UCW there are three other unions in the Post Office. The second largest is the Communication Managers' Association which represents 15,000 supervisory staff, the National Communications Union with 9,500 engineering and clerical members and the Society of Civil and Public Servants which looks after about 1,500 members of senior management.

Since the end of last year the UCW has not had a closed shop agreement after a management decision to revoke the agreement under the terms of the Government's labour laws. But almost every employee is in a union, a practice encouraged by the management. There appears little likelihood of the UCW seeking to re-introduce the closed shop by holding a ballot as specified by the 1982 Employment Act.

Out of the total workforce, just under 24,000 are women. And although the number of employees is below the peak of 181,000 reached in 1981, it is now higher than in the last two years thanks to a growth in the volume of mail.

After acceptance of a 5.3 per cent pay deal last month the new basic weekly rate of pay for a postman is £107 and £134 in inner London, but only 4 per cent of postmen are on the basic. The average earnings amount to £168 a week rising to £199 in inner London and are boosted by the large amounts of overtime the Post Office is seeking to eradicate.

Last year the annual overtime bill was £200 million for the 56 million hours worked. A postman averages nearly 14 hours a week on top of his normal 43 hour week while 10 per cent, mainly in London and the other big cities, do 20 hours or more of overtime each week.

Increasing mechanization of the corporation's operations has led to a growth in training programmes for staff.

Training for youngsters is given priority and the Youth Training Scheme in the Post Office, which has places for 3,000 youngsters, is the largest in Britain.

DF



Seventy feet under the congested streets of London, a miniature underground railway system operated by the Post Office takes mail across the city. Running from Whitechapel in the east, to Paddington in the west, there are intermediate stops where mail is added to the train in small sealed containers. An average of 35,000 bags of mail is carried daily. Tunneling started before the First World War, but because of economic problems the first trains did not run until December 1927, since when it has remained virtually unchanged, apart from a change in rolling stock four years ago. The method may seem quaint, but crossings take 26 minutes

Britain's big spender

Britain's Post Office is one of the country's biggest single buyers of goods and services, spending £350 million a year on hundreds of thousands of bits and pieces of equipment ranging from shirts to computers - and all but a handful are British. The Post Office has the distinction of being the only UK body to be named in the General Agreement on Tariffs and Trade (GATT) so it has to put out to international tender contracts with a value of more than 100,000 units of account (about £116,000).

This embraces more than 90 per cent of all P.O. purchases, yet, in practice, less than three per cent goes abroad.

Alan Robertson, director of the P.O. Supplies Department, is keen to dispel any suggestion that the spirit of GATT is not honoured and that British industry is unfairly favoured. He says: "We strike a hard bargain and in some cases we aim by negotiation to make UK suppliers more competitive."

"We reserve the right to negotiate on our tenders, which is unusual among public bodies in Britain, so by negotiation we save about £24 million a year on home and foreign contracts."

It is clear, however, that the P.O. aims to protect British industry wherever possible and, for example, is allowed to place all service contracts with domestic companies, which in turn enables liberal interpretation of the GATT rules.

Recently, Mr Robertson bought £8 million of flax from The Soviet Union and Belgium, which will be spun and woven into mail-bag fabric at mills in Scotland, a good boost to the Scottish weaving industry. And rather than buy shirts from the Far East, the P.O. buys the material, then has the garments made up at home.

Mr Robertson controls a decentralized buying operation with senior buyers - recruited

from industry - installed in the P.O.'s 10 regions. Their purchases are diverse and numerous, as a list of the leading supplies demonstrates.

Last year, the P.O. spent £1 million on printing, £8 million on mail bags and general stores, £12 million on catering services, £11 million on vehicle spares, £4 million on electrical equipment, £6 million on clothing, £20 million on computers and office equipment and £3 million on vehicle hire.

Three printing companies - Harrington, Waddington and McCordale - are used by the P.O. for the majority of its printing needs, but many small companies are employed to produce the huge number of forms and leaflets considered essential for the smooth running of the corporation. Two big stores are operated by the P.O., one for clothing and general printing, the other for high security material such as stamps. At any one moment, the Post Office has in store many billions of pounds of printed materials.

On an equally important front, the P.O. is the country's biggest buyer of bicycles, still the most-tried and trusty method of mail delivery street by street. About 7,000 cycles are bought each year, all of them heavy duty machines built to withstand the punishment meted out by laden postmen.

The major suppliers are Pashley of Stratford-on-Avon and Elswick-Hopper.

Fuel contracts alone provide some of the Post Office's major business. Mr Robertson's team negotiates about 40 deals for diesel and petrol and again unlike other public organizations prices are renegotiated at least once a month. As well as the big names such as Shell and Esso, smaller companies - including Pace, Hudsons and Hargreaves - are used by the P.O.

The big shift in the P.O.'s buying pattern is being forced on it by the growing use of electronics to quicken the delivery of mail and increase efficiency. Though the investment in mechanical sorting and optical recognition equipment is now coming to an end, the expenditure on computers is rising because of the automation of the P.O. counter.

The corporation already owns about 5,000 personal computers, as well as mainframe monstrosities and is a leading customer of companies such as ICL, IBM, Burroughs and NCR, and it has now asked for government approval to spend £50 million on counter equipment. The hardware from a mixture of four foreign and domestic companies is being evaluated.

On the transport front, too, things are changing. The success of the internal air mail delivery has led the P.O. to give serious consideration to buying its own aircraft to replace the hired fleet - which ranges from modern Brazilian Bandeirante aircraft to old Dakotas - although postmen pilots are unlikely. A management company would be charged with running the Post Office Squadron.

Edward Townsend
Industrial Correspondent

Congratulations

from FREEMAN'S AWARDS SERVICE

suppliers of Retirement Awards to The Post Office

We've been moving letters for over a hundred years.

Royal Mail

Dorland Advertising are proud to be advertising agents to The Post Office.

We send sincere congratulations on The Royal Mail's 350th anniversary and look forward to continuing our successful association.

DORLAND

121-141 Westbourne Terrace, London W2 6JR. Telephone 01-262 5077

Brit

ROYAL MAIL 350 YEARS TO THE FUTURE

domestic comm

Such are the

history but also

accomplish

almost 40 millio

100,000 parcels o

with mail

more than 20 mil

in Britain alone

postal administr

to Britain for

and practic

The British P

Service

created in 1965

popular demand

has carried ou

projects in 35 coun

any potential

drawn up by

would make inter

Britain can offe

world's most adv

ing systems, wh

of mechanized so

using equipment

flexible enough

increased volume

come.

A consultancy p

with an inquiry

client, who is the

one or more consu

assessment of the c

service. Recommen

prepared in Britain

needed. New equi

staff. Site acqui

needed. Is acqui

consultancy

through internatio

procedures.

The consultancy

continues

equipment on

helping to train s

group and mainten

call help through

programmes is a

consultancy is reg

all the main fundi

The service is

professional fee-e

receiving no subsi

from government

independence. Lo

client and genuin

advise are thereb

Whether the c

improve existing

plan and impleme

the approach is th

the service is coo

from consultancy

buying and instal

once of equipm

Two

The growth of Bri

in mail service

phenomenal. In a

operation has be

from scratch to

where 2 million fir

days are carried b

An investment o

a year is made in

which involves

charter aircraft co

miles every nigh

ation sleeps, one

top priority lett

flown to its desti

The growing us

has been the res

construction of

particularly to t

areas and of th

production of late

Equally importan

that charter airca

less likely to be

industrial action.

The

M

A SHORT ADDRESS FROM THE ROYAL MAIL.

In 1635 King Charles I opened up his courier service to his countrymen, and the Royal Mail became a right for all.

In the 350 years since then, the rest of the world has looked to The British Post Office as a model for ideas and innovation. We were the first in the world to introduce the now familiar postage stamp. The first to introduce a scheduled airmail service and more recently a public international facsimile service.



Today, the Royal Mail operates a complex nationwide network, delivering 42 million letters and parcels every working day to 23 million addresses. That involves 27,000 vehicles, 4,000 trains daily and a fleet of night aircraft.

The Royal Mail continues to provide a level of service most advanced countries think too costly and yet we do it at a competitive price. We are the only postal administration in the world that provides customers in urban areas with two deliveries each working day, to their front door.

Prices have been held well below the rise in the cost of living in recent years, with the lowest basic prices in Western Europe.

And yet, despite this price and service achieve-

ment—or perhaps because of it—the Royal Mail is the one really profitable postal administration in the world, with a profit last year of £130m.

The Royal Mail has a proud past and invests over £100m a year for the future of its services to the public. At the same time, we contribute substantially to the Exchequer for Government funding.

To match the increased volume of letters, growing at the highest rate for many years, we have developed special machinery to speed the mail through the system. We have harnessed computer technology to our counter services and to increase the scope of the Intelpost facsimile transmission service.

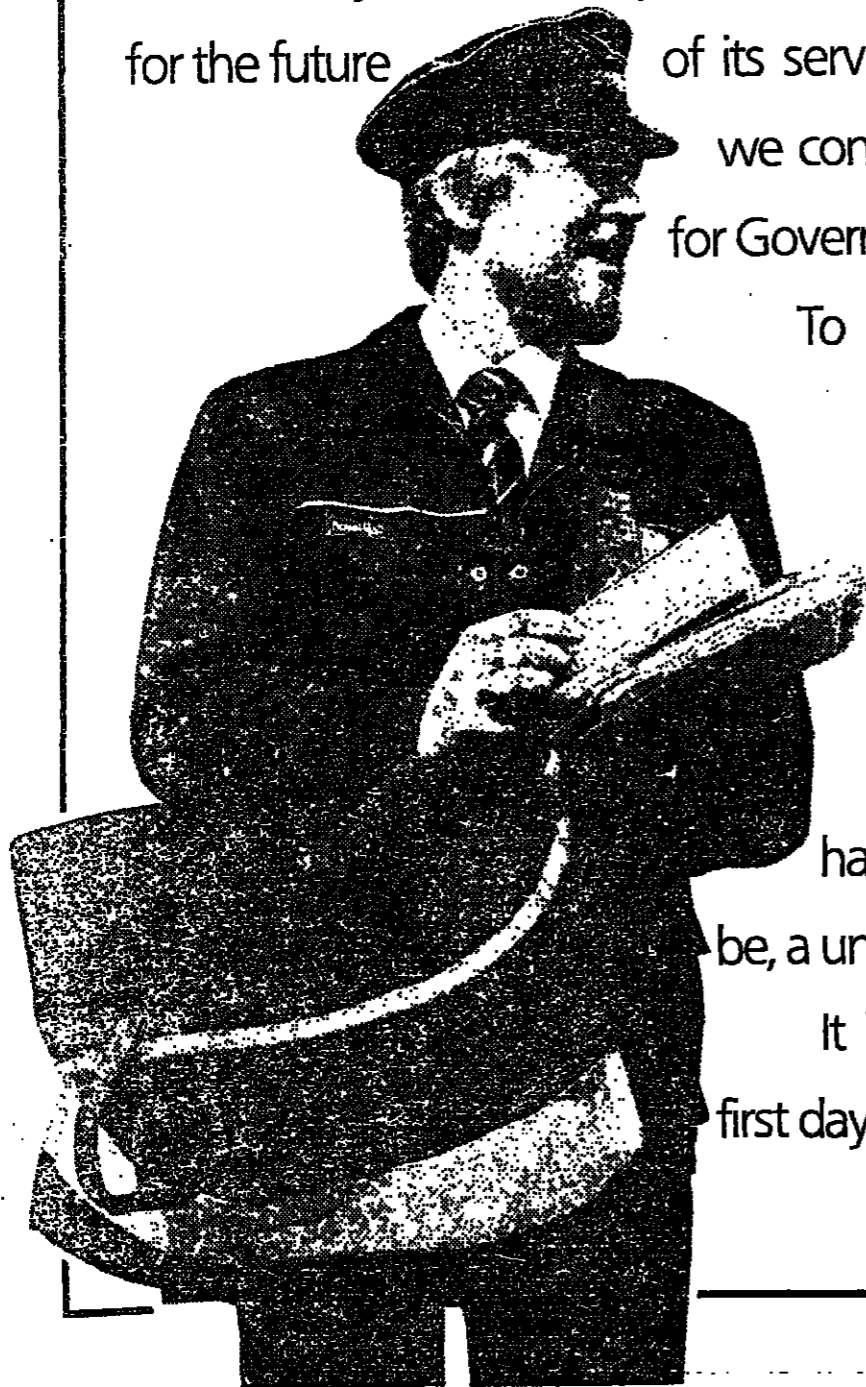
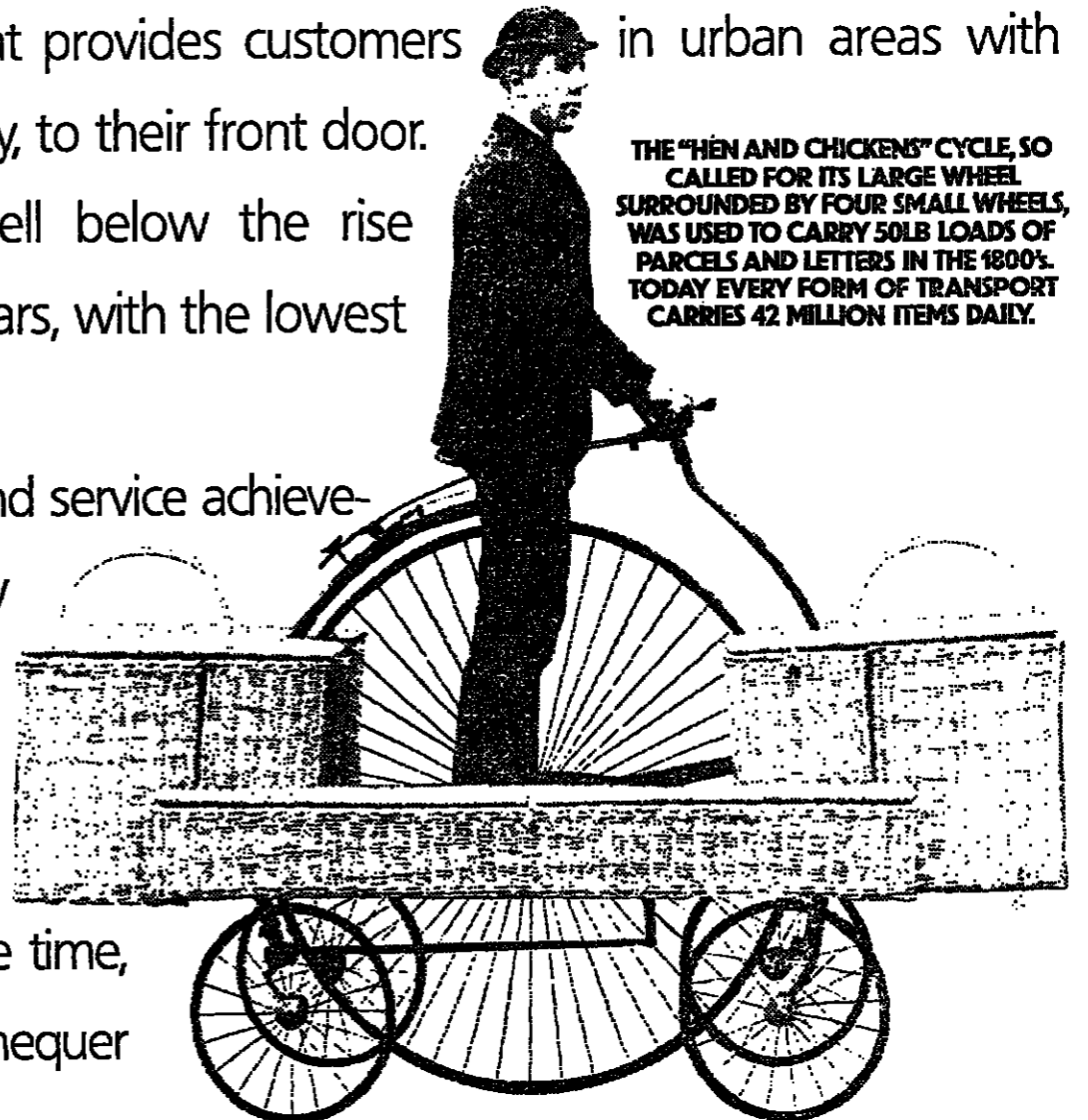
In the midst of all our plans and giant operations, we have not forgotten what we stand for. We are still, and always will be, a uniquely personal business.

It is a responsibility we have never taken lightly, from that very first day back in 1635.



POSTMEN OF THE 1600s ENJOYED THE TITLE "STRAUNGE (UNFAMILIAR) FOOT POST," AND DELIVERED ONLY TO POST OFFICES OR INNS. TODAY, THE FAMILIAR POSTMAN DELIVERS TO 23 MILLION ADDRESSES.

THE "HEN AND CHICKENS" CYCLE, SO CALLED FOR ITS LARGE WHEEL SURROUNDED BY FOUR SMALL WHEELS, WAS USED TO CARRY 50LB LOADS OF PARCELS AND LETTERS IN THE 1800s. TODAY EVERY FORM OF TRANSPORT CARRIES 42 MILLION ITEMS DAILY.



In business to serve you

PARCELS

Bundle of special services

The Post Office was the first organization to offer a nationwide parcels service - as long ago as 1884 - but it has never enjoyed a monopoly. Today the parcels market is static, the product of a relatively static economy, and is fiercely competed for by an unnecessarily large number of carriers.

But the Post Office remains the largest operator in the business, larger than all the other major carriers put together. Last year it carried 200 million of the 650 million parcels carried in Britain and made a profit on the service of £19.2 million on a turnover of £300 million.

Delivery to any British address

The image of the Royal Mail Parcels as the bringer of grandma's Christmas present is wide of the mark; it is a business-oriented service and private parcels account for barely 5 per cent of the total.

Royal Mail Parcels stands out from its many competitors as the only one committed to delivering to any and every address in the country. No other carrier has the Post Office's vast nationwide infrastructure which such a commitment demands. The Royal Mail is also the only carrier which will take a parcel to any part of the country for a flat-rate charge. It costs the same to post a 25 kg parcel - the maximum weight permitted - across London as it does from Plymouth to Stornoway.

No other carrier can match the Post Office's number of accepting points where parcels can be handed in - any main or sub post office in the country. Despite that, about two-thirds of all parcels handled by Royal Mail are collected from the customers' premises.

There are, naturally, discounts for high-volume users of the service. But the marketing effort is aimed at tailoring a service to individual customers' needs and quoting a specific and competitive price for individual contracts, rather than offering a pre-set range of discounts and incentives.

Alan Hamilton



Jim Sheard of Hunslet, Leeds, in the control centre of the Royal Mail's machines handling complex at Leeds, which spreads across 10 acres

Tons of post on the flying pillarboxes

DATAPOST

The most fiercely contested market of all is for the lucrative guaranteed overnight delivery business, a rapidly expanding sector of the market. The Post Office entered the arena in 1973 with Datapost, carrying documents only at first but now accepting merchandise as well.

With private companies such as Securicor and TNT well entrenched in the marketplace, the Post Office has to fight hard for its share; it is now third in the field, with about 13 per cent of the total business.

Introduced originally to carry computer material, Datapost now carries anything from legal documents to wages records, from blood samples to machine parts. To improve competitiveness the Post Office has recently raised the size and weight limits to packages of up to 1½ metres long and 60lb in weight. It now also offers free insurance cover up to £5,000.

Overnight Datapost items can be handed over the counter at 1,500 main post offices and another 1,380 selected post offices in the UK. But in a further effort to improve service the Post Office set up a "super service" network earlier this year based on 14 main centres throughout the country.

When a customer telephones the nearest centre by Freephone, staff use computers and radio links to work out the fastest itinerary for a package, and can call into action a fleet of radio-controlled motorcycles and vans, chartered aircraft, trains and even helicopters.

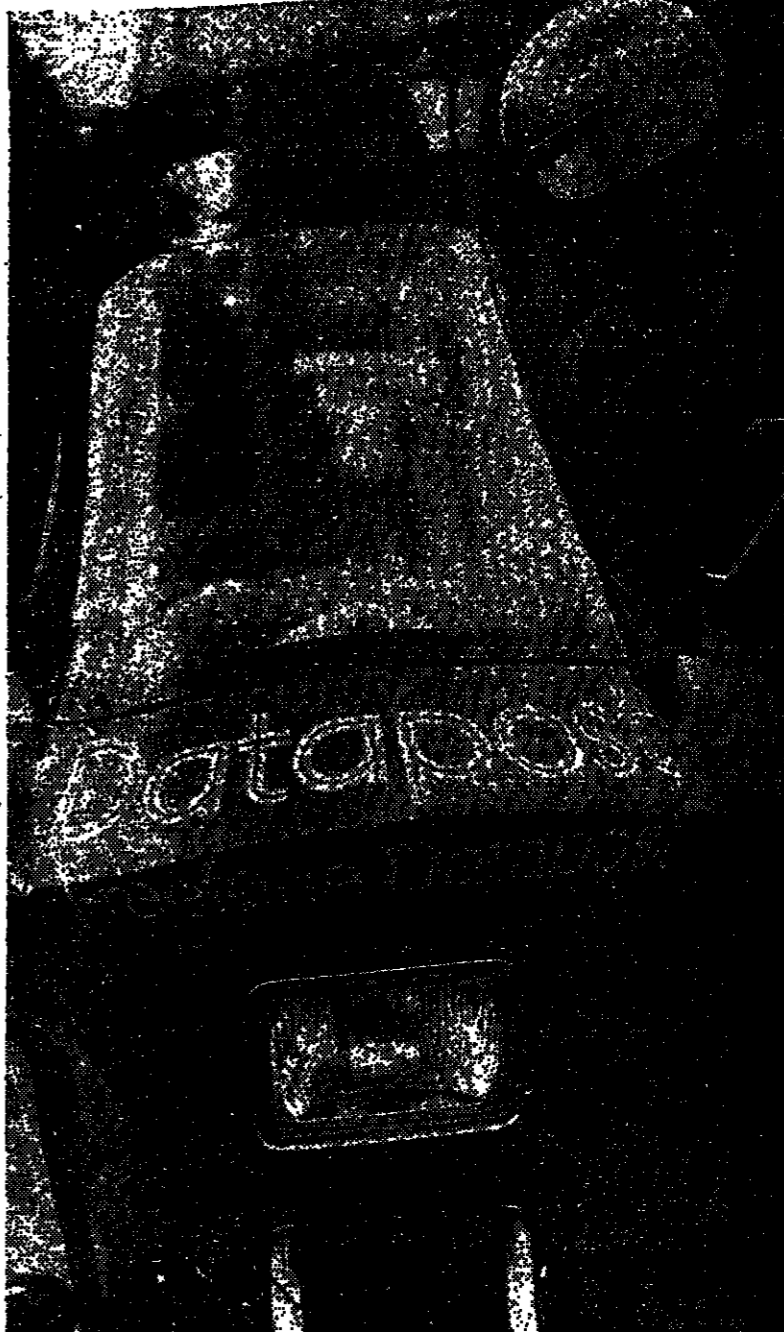
As well as offering its standard overnight service and its same-day service within or between major British cities, Datapost is now available to 64 international destinations. Within the UK the Datapost service revolves around a fleet of eight chartered aircraft, nicknamed "flying pillar boxes", which on an average weekday night will carry 12 tons of post for some of the service's 30,000 regular contract customers.

The aircraft link nine towns, from Aberdeen to Bristol. One aircraft, for example, leaves Aberdeen at 21.40 bound for Edinburgh. During a 15-minute stopover it refuels and takes on further Datapost items before heading for Luton, the hub of the inland Datapost network, where it arrives shortly after midnight.

Within an hour the aircraft is unloaded, refuelled and reloaded with Datapost for Scotland, before leaving for Edinburgh and Aberdeen, where it arrives in ample time for early morning delivery of its payload.

Whether collected from the sender or handed in at a Post Office, Datapost items are handled separately from other mail. All consignments are signed for at each transfer point and on delivery. Packages are accompanied by Post Office staff except when airborne, and there are extensive backup arrangements to ensure reliability.

AH



A Datapost messenger radios in for his next assignment. The service is proud of its same-day deliveries

Send it by computer

ELECTRONIC POST

Electronic post is a new Post Office development, still in its research and development phase, and is an offshoot of Intelpost. It, nevertheless, already offers a national network and has recently been able to announce the first electronic mail service for computer users of its kind in the world.

Owners of computers, whether mainframe, mini or micro, can now buy a software package enabling them to link directly to the Intelpost system and transmit messages for same-day delivery in urban

It would, for example, be ideal for a car manufacturer who found a defect and had to recall 20,000 of a particular model. There are also possible uses for sending electricity and other household bills. By transmitting the message electronically to a local post office, printing and enveloping it there, and sending it by local hand delivery, the Post Office claims it to be cost-effective, fast, and more reliable than even a first-class letter post.

The system has potential for any business which has a communication it wants to deliver to a large number of people, and which needs to arrive at a specified time.

AH

It's financial post that makes the money

MARKETING

Tony Garrett, the Post Office board member for marketing, has a simple sales message for boosting his business. "People like getting letters," he says, "but they won't get any unless they write some."

Boosting the Post Office's business by aggressive marketing is a new concept, hardly dreamt of in the days when it was a government department cushioned against commercial realities by its monopoly.

But things have changed radically. In two ways. Its separation from British Telecom in 1981 meant that its management were restricted to the postal service. The whole operation found itself on a much more commercial footing; its business is no longer only in the monopoly of delivering letters, but has widened into a range of specialist services where it is in direct and often fierce competition with the private sector.

Before 1969 the Post Office had no marketing department. In the 1970s, when it had changed from government department to public corporation, there was an awakening of the need for a positive approach to selling its range of

services. But only since 1981 has a marketing man sat on the main board.

Tony Garrett, who came to the Post Office after long marketing experience in industry, finds that his latest charge is not greatly different. He says: "If the business is managed as a commercial enterprise, it makes no difference that we are in the public sector. And that is the way we approach our business; it adds bite and sharpness to our effort. But we do start with an advantage. It is physically possible for the private sector to do anything and everything that the Post Office does, but it would be hard for any private company to implement from scratch the kind of total country-wide distribution service which the Post Office has always had."

Mr Garrett believes that he has one further advantage in his sales armoury. He explains: "There is such a long-standing tradition of confidentiality in carrying of the mails that customers are bound to feel more confident with the Royal Mail in any of its range of forms than they might with a private carrier."

Since 1981, Garrett and his marketing team have had great

and sometimes unexpected success in improving the Post Office's traditional business of carrying letters.

Surveys conducted at the time of the BT separation predicted gloomily that the mails would decline over a five-year period as various forms of electronic communication took over. In fact the decline has not only been halted, but reversed; last year letter mail grew by five per cent, the biggest annual increase in memory.

Business is the leading customer

The most surprising area of growth was in what the Post Office classifies as "social mail" - personal letters - which had been in decline for many years as the phone took over person-to-person communication. The tide has been turning for the last three years, and letter-writing is growing strongly again, influenced partly no doubt by aggressive marketing but also by the ever-rising cost of the telephone.

Business-to-business letter communication is undoubtedly in decline as electronics take over, but it is more than compensated for by growth in other areas, particularly direct and financial mail, two kinds of letter which no one likes to receive. Financial mail - bills,

bank statements and the like - now accounts for about 45 per cent of the total letter mail.

Three-quarters of all mail is generated by business customers, and the Post Office now offers a range of incentives and discounts to encourage further growth in the volume. Businesses that send large numbers of letters can save up to 12 per cent of their annual postage bill through discounts on first and second class mail.

Companies spending more on postage each year can qualify for discounts of up to 20 per cent for their extra postage, and for less urgent mail which can be pre-sorted, discounts of up to 30 per cent on second-class postage are offered. In addition, the Post Office offers a range of other services such as Freepost and business reply services, many of which are offered out up to a year's free trial for new customers.

Increasing the volume of letter mail is considered an important marketing target by the Post Office, whose management can now be heard uttering that once-foreign word "profit". But it is in its range of special services, where it is in direct competition with the private sector, that the real sales battle is being fought.

AH

It's the world's first waterproof Postal Order. (and it breathes.)

After extensive trials, the Post Office has decided to incorporate GORE-TEX® fabric in their new outdoor uniform suits, so ending 350 years of leaking jackets and soggy postillions - and give us our first order from a postal service, anywhere in the world.

Waterproof, breathable, windproof GORE-TEX® fabric is the material that goes into the finest sports and leisure outerwear you can buy.

It's also in big demand for life's more arduous activities, like climbing Everest and delivering mail in the British climate.

GORE-TEX fabric is a high technology sandwich of outer fabric, lining, and an amazing skin-like membrane made from expanded PTFE (polytetrafluoroethylene). This membrane keeps the weather out, but lets perspiration vapour escape - and that's why, unlike conventional coated fabrics, GORE-TEX fabric keeps you warm, dry and comfortable, even in the worst conditions.

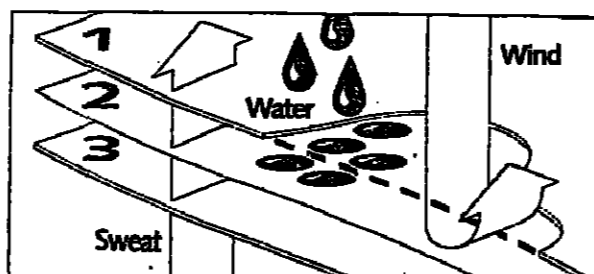
The makers of GORE-TEX fabric, W.L. Gore & Associates, are also well known for electronic components, industrial filters and sealants - and playing an ever increasing role in health care with our GORE-TEX vascular grafts, artificial ligaments, and GORE-TEX theatre liners. In Scotland, where our new complex at

Livingston opened less than a year ago, we already have another four plants in the pipeline.

In fact, Gore creative technology has made us a uniquely successful company with 30 operating plants worldwide.

But however big or successful we become, there's one moment that will always stick in our memories. And that's the day we got our first postal order.

It works like this. Sandwiched between the outer fabric (1) and the lining material (2) is an extraordinary skin-like membrane (3) formed from expanded PTFE (polytetrafluoroethylene). With 9 billion pores per square inch, it forms an impenetrable barrier to wind and rain, and yet allows sweat vapour to escape freely.



GORE-TEX Fabrics

W.L. Gore & Associates (UK) Ltd
Kirkton Campus, Livingston, West Lothian EH54 7BH Scotland
Telephone (0506) 412525 Telex 727236
Also at Dunfermline and Dundee



* GORE-TEX is a trade mark of W.L. Gore & Associates Inc.

Incorporated in the USA, AUSTRIA, AUSTRALIA, FRANCE, HOLLAND, HONG KONG, INDIA, SPAIN, SWEDEN, SWITZERLAND, UK and WEST GERMANY.

Photo-copies that put the world in the picture

INTELPOST

Intelpost is the world's first international public facsimile service which enables copies of documents to be transmitted between more than 100 cities and towns in the UK and to countries in Western Europe, North and South America, the Middle and Far East, and Australasia.

A kind of sophisticated long-distance photocopying service, it emerged from its research and development to become a fully fledged service only this year.

About 70 per cent of Intelpost business is done between offices which already have their own facsimile machines. But documents can be handed in at any post office operating the service, and can be hand-delivered at the other end at no extra charge if the recipient has

no machine. There are now an estimated 30,000 operational facsimile machines in the UK, and the Intelpost network can now link them to at least 2,000 centres in 23 overseas countries. With a rapidly expanding international network, many more countries may soon be expected to follow the Post office's lead.

First offered in 1981, the service has grown rapidly, with an 80 per cent increase in business in the past year alone. It is used extensively by financial organizations, advertising, printing and publishing companies, and has wide potential for the transmission of documents, artwork or engineering drawings - its only limitation being that it can accommodate a maximum size A4 paper only.

AH

"Gait-Bayliss Rotary Ltd is very pleased to be associated with the Post Office's illustrious past, but we will be even more happy to be part of their future"

MIKE BAYLISS
Managing Director

BUSINESS STATIONERY,
COMPUTER FORMS, INPUT DOCUMENTS,
MULTI-PART FORMS AND SETS,
WIRE STITCHED BOOKS AND PADS

GAIT-BAYLISS ROTARY LTD
Wilton Road, Humberston, Grimsby,
South Humberside
0472 814291 Telex 52577

350TH
ANNIVERSARY
OF THE ROYAL MAIL
1635-1985

th
t
ROYAL MAIL
350 YEARS
TO THE
ete head-on
and building s
viding an ever
of financial serv
The Post Offi
sold stamps, h
sions and provi
are fast disap
replaced by wh
retail operatio
thing from high
try to BBC book
A loosening
constraints whic
Post Office to
only on behal
would clear the
corporation to
private sector
ties such as
bookings or int
job vacancies.
The re-vam
Office counter
make the 22
competitive bu
own right was
years ago and
the country's f
retail outlets, is
separate entity w
half years when
into a wholly-ov
of the corporatio
Counters busi
profit of 21.2 mi
car for which
available but th
are due to be am
are expected to
cant
operating profit
overall figure
because of the c
the program
selected Post
sub-offices.
But the gro
independence o
business could
customers are
ques in the H
the introduction
million automati
is regarded as a
in the campaign
counters' efficien
services.
The program
government app
involves expend
than £20 millio
given the green li
"a line" 8,000
Offices enabling
17,000 terminals
on the vast num
transactions hanc
Another devel
Register
Traffic in regist
million items in
year. With a ma
inland letter is
means of sending
Registered lett
security treatmen
and £1.40 on to
between £600 an
be covered by an
to £10,000 if, for
last in the post.

CO
SE
PI

Establis
years, we
diverse as:
Fiscal St
coo
We are pr
Office for o
Stamp Prin
HARRI
HP
Tele

FOCUS

ROYAL MAIL/7

An end to the queue at the counter

The familiar Post Office in every High Street is under going a radical overhaul so that they can compete head-on with the banks and building societies by providing an ever-widening range of financial services.

The Post Offices of old which sold stamps, handed out pensions and provided few services are fast disappearing to be replaced by what amounts to a retail operation selling everything from high quality stationery to BBC books.

A loosening of legislative constraints which now allow the Post Office to provide services only on behalf of public bodies would clear the way for the corporation to expand into the private sector to provide facilities such as theatre ticket bookings or information about job vacancies.

The re-vamping of Post Office counter operations to make the 22,000 outlets a competitive business in their own right was started three years ago and now comprises the country's largest chain of retail outlets, is set to become a separate entity within two and a half years when it will be turned into a wholly-owned subsidiary of the corporation.

Counters business showed a profit of £12 million in the last year for which figures are available but the results which are due to be announced shortly are expected to show a significant improvement in the operating profit although the overall figure will be down because of the cost of financing the programme of closing selected Post Office and sub-offices.

But the growing financial independence of the counters business could be lost if customers are met with long queues in the High Street and the introduction of a new £100 million automation programme is regarded as a vital component in the campaign to improve the counters' efficiency and range of services.

The programme is awaiting government approval because it involves expenditures of more than £20 million. But when given the green light it will bring "on line" 8,000 large Post Offices enabling them to use 17,000 terminals to cut down on the vast number of paper transactions handled each day.

Another development in the

battle for business is the launch of a system of 180 through-the-wall cash dispensers at main Post Offices. The scheme operates through the LINK organization which brings together 21 financial institutions led by National Girobank, the Co-operative Bank and building societies.

National Girobank, the Post Office subsidiary, was one of the founder members of the consortium which will enable customers to draw cash and check balances, although eventually it will offer further services to make cash and cheque deposits.

The completed network will have around 1,000 automatic tills sited in shops and building societies as well as Post Offices.

The design of Post Offices is changing as well and there is now less chance of those frustrating delays when the next queue almost always seems to move faster than the one you are in, because of the introduction of single queuing.

Several large offices now incorporate a "Postshop" selling a range of goods associated with mailing and letter writing and usually sited inside the entrance so that customers have to walk through to get to the counter. But despite a growing emphasis on the retail aspects the counters business relies heavily for its £600 million a year turnover on large customers like government departments or local authorities.

The largest is the DHSS, with the payment of pensions providing 35 per cent of the total counter business. Twenty per cent comes from mail handling, around 17 per cent is related to Girobank while the rest is divided between other public bodies and services such as national savings and providing British visitors' passports.

A threat to the pensions business posed by a scrutiny undertaken by Sir Derek Rayner, who was then the Prime Minister's adviser on the elimination of waste from government, has now largely been lifted. He argued that it would be cheaper to pay pensions through banks but the Post Office believes that most people receiving pensions or state allowances want to receive cash.

The counters business features heavily in the overall Post Office investment programme with £30 million being spent over the next five years.



The personal touch: Gossip and business at the post office

Unhappy days for the sub-postmaster

Post Office executives came up against the full emotional backlash of communities trying to protect services when the "faceless" corporation first sought to close some main offices and more than 1,000 of the corner sub-post offices.

The response, which unusually provoked a united response from customers, private enterprise (in the shape of the sub-postmasters) and the trade unions, took some of the corporation's executives by surprise although the warning signals had been there since the end of the war when reducing the number of offices was first suggested.

Despite some continued rumblings, the closure programme, designed to save between £17 million and £20 million is now firmly underway and the corporation is hoping that controversy, which prompted hundreds of customers to dash off letters of protest, will now subside.

The sub-postmaster acts as a franchisee of the Post Office and carries out a wide range of duties, providing a restricted range of services compared with the main Crown offices to be found in the High Street. But as the onslaught against the closure plans showed, the public regard the sub office also as a focus for a small community even in large towns.

The office is usually tucked at the back of a newsagent's or confectioner and as likely as not the sub-postmaster has been doing the job for many years. It was the longevity of their tenure which finally persuaded the Post Office to announce the closure programme rather than rely on the slow process of shutting offices on the retirement of the sub-postmaster.

The 1,100 closures, including 78 Crown offices, will take place over the next three years. Alan Clinton, the Post Office board member for counters, says: "I am not saying that we have not made mistakes, but I do believe we approached this problem sensibly and sensitively. It was a very necessary thing to do."

The principle on which the closures were drawn up was that sub-offices could close if they were less than one mile from the Crown office. There were exceptions, and some were upheld in appeals to the area head postmaster, largely based on the type of population and whether a busy main road had to be crossed to get to the main office.

Around 2,000 offices were identified as falling to meet the distance criteria but because of a commitment given to the trade unions that the Post Office would guarantee the future of 95 per cent of the counters network until 1987, the number actually affected fell by half that total.

All the 600 or so closures already achieved have been by



The electronic age: A more efficient service for the future

voluntary retirement by the sub-postmasters and the management does not intend to make any compulsory closures. A large proportion of the closures of Crown offices have fallen in London which also bore the brunt of the protest industrial action taken by counter staff last autumn that closed hundreds of offices on several holidays.

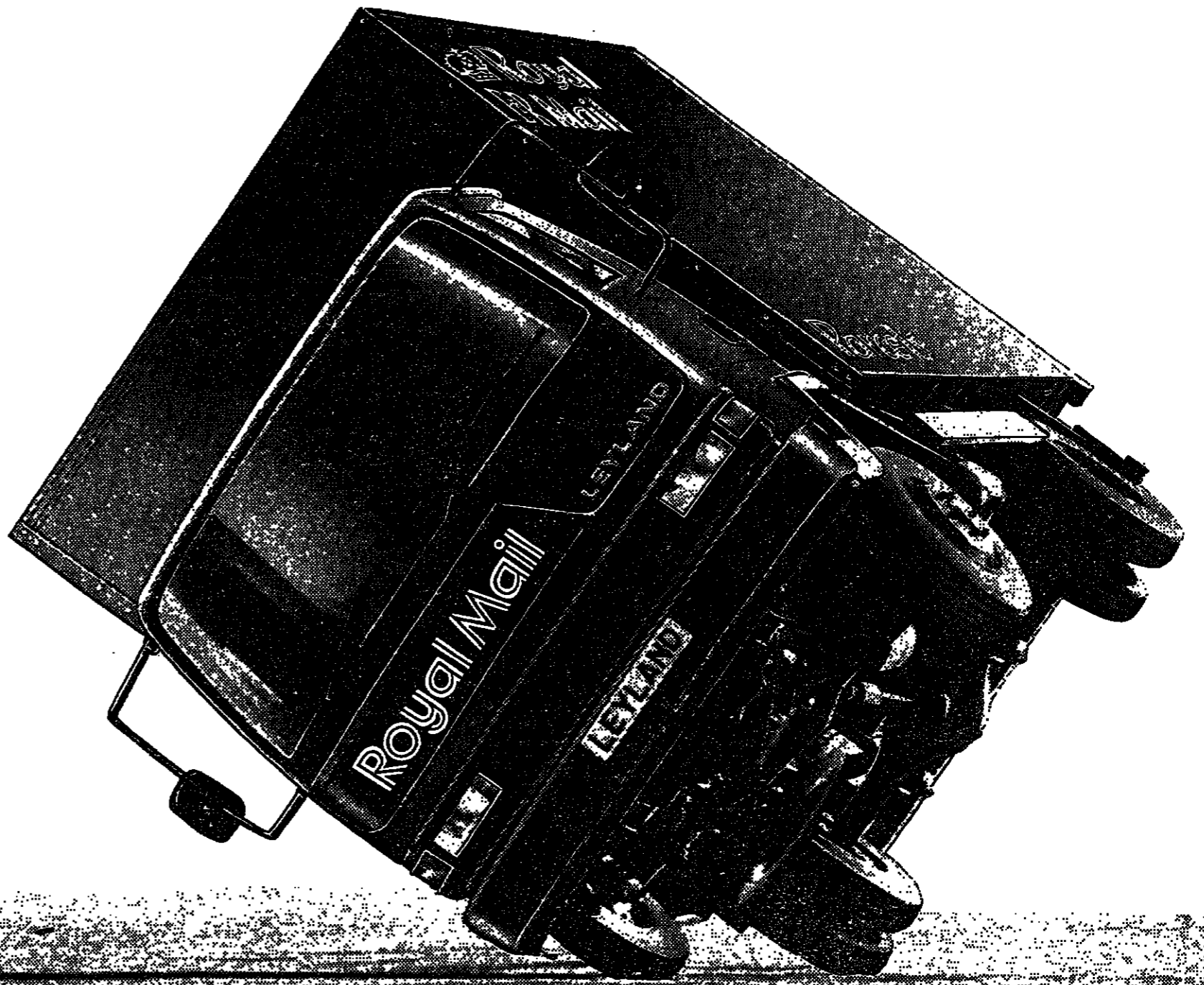
The Post Office in further talks with the union have now extended the guarantee on the size of the counters network by a further two years to 1989 as a trade off for union agreement not to mount official industrial action against the closures. The management has also guaranteed that there will be no compulsory redundancies caused by the closures.

Typically the sub-postmaster, who operates what is officially described as a scale payment sub office, is a person who can handle his customers' day to day requirements such as buying stamps, collecting pensions and allowances, cash unemployment gives as well as issuing licences for television.

But opponents of the Post Office's closure programme argue that the sub-postmaster's contribution to the community is greater because the shop becomes a meeting place to exchange views, grumbles and gossip. There are also arguments that if a sub-postmaster is forced by the corporation to retire early the associated shop business could founder.

DF

Leyland Trucks



Leyland Trucks' replacement for the good old postman's bike.

It isn't hard to see why the Post Office has already bought over 200 Roadrunners. Like the bike, our two-wheeler is manoeuvrable, economical, roomy, easy to master, has excellent visibility, a low loading height... in short, it's a first-class vehicle for making deliveries around town. It also has the lowest running costs of any 7.5 tonner*, so buying it was certainly a wise investment decision. To find out more, contact John Cooper, Leyland Trucks Limited, Lancaster House, Leyland, Preston PR5 1SN. Tel: 0772 421400.

* Source, Motor Transport, 8.5.84.

Registered for first-class security

Traffic in registered letters has shown a slight increase, up to 16 million items in 1984-85 compared with 15.5 million the previous year. With a maximum compensation of only £18 if an ordinary inland letter is lost in the post, registered letters are the principal means of sending valuables in the post.

Registered letters travel by first-class post, but receive special security treatment throughout their journey. A fee of between £1.10 and £1.40 on top of the 17p stamp provides compensation of between £600 and £1,750 if the letter fails to arrive. Items can also be covered by an extra consequential loss insurance, which pays up to £10,000 if, for example, a deal was lost because the contract was lost in the post.

AH

THE COMPLETE SECURITY PRINTER

Established in security printing for over 100 years, we produce specialised products as diverse as: Passports, Bearer Bonds, Postal and Fiscal Stamps, Vouchers, etc., to numerous countries throughout the world.

We are proud to have served the British Post Office for over 70 years, producing the Postage Stamp Printing Contract continually for the past 50 years.



HARRISON & SONS LIMITED

Harrison House Coates Lane
High Wycombe Buckinghamshire
HP13 6EZ England Telephone (0494) 33321
Telex 83143 Telegrams Reginarum Wycombe

How the finest news service came to Britain

There was a time, it has to be said, when this newspaper and the Post Office were not on speaking terms. But there was profit in mistrust, for out of *The Times'* dissatisfaction with the postal services of the day was born the finest foreign news service enjoyed by any newspaper in the world during the 19th century.

The public appetite for "foreign intelligence", especially after the French Revolution, was voracious; the main means of satisfying it was through foreign journals, which English newspapers imported and used as the basis for their own news services. And for that they had to rely on the Post Office.

But the Post Office did not merely carry and deliver the foreign papers; translated them, summarized them and made excerpts from them which they passed on to the English Press. Thus the Post Office acted as a censor and self-appointed news agency, which was bad enough, but the whole process caused infuriating delays. For this service, the Post Office charged the English papers at least 100 guineas a year each.

The system provided every opportunity for favouritism and corruption. *The Times* was favoured initially, but only until the Government appointed what today would be called a public relations man. Charles Stuart, the man appointed, described himself rather more accurately as a "press engineer", charged with massaging the news of the Napoleonic conflict.

He made sure that the preferential treatment to *The Times* was ended, which may have had something to do with the fact that his brother owned the rival *Morning Post*.

John Walter, proprietor of *The Times*, determined to free himself of the influence of the Post Office and of the government servants associated with

it. In 1792 he announced in the paper: "We have established a new correspondence both at Brussels and Paris, which we trust will furnish us with the most regular and early intelligence that can possibly be obtained." At the same time, he advertised for "a gentleman who is capable of translating the French language".

The system was very expensive, requiring the paper to hire its own couriers, coaches and pilot cutters across the Channel. It infuriated the Post Office "Guinea men" who earned their fees from translating the foreign papers. And there was many an instance of postal officials boarding cutters at the Channel ports to search for *Times* mail.

Walter, however, was one step ahead of them; he had his mail addressed to other friendly business houses in London which were sympathetic to his

first able to enjoy any kind of wide circulation in the provinces.

From the days of the earliest 17th century newspapers, the Post Office had been the only means of distributing them throughout the country. In the 18th century, bulk newspapers were delivered from the printers to six postal "Clerks of the road" who sorted and despatched them along the six arterial highways leading from London.

But they were carried by postboys on broken old nags and there were many losses from highway robbery. In 1786, a year after the founding of *The Times*, John Palmer was appointed Controller-General of the Post Office, and immediately set in train substantial improvements to the service.

He transferred the newspapers and the mails to fast mail coaches and saw to it that they were all properly armed. The coaches were punctual and robbery greatly diminished. It was not, it must be said, pure altruistic motivation on the part of Palmer. He saw that as the Post Office received a fat revenue from the stamp duty on newspapers it clearly paid to help publishers increase their circulations.

cause, the packages carrying a simple code.

The system worked, to the extent that letters despatched in Brussels on a Saturday reached Printing House Square by Monday evening. During Napoleon's blockade, *The Times* employed professional smugglers to bring the news across the Channel. Such was the success of the service that the proprietor of *The Times* was able to enjoy the satisfaction of hearing no less a person than the Foreign Secretary, Lord Castlereagh, inquire: "Will Mr Walter have the goodness to tell him if he has received any intelligence of the reported defeat of the French near Dresden?"

But relations between Press and Post Office were by no means always so strained; indeed it was only through the efforts of the Post Office that the London newspapers were

revenue from the stamp duty on newspapers it clearly paid to help publishers increase their circulations.

The figures show how successful he was. In 1764 only 3,160 newspapers were sent through the post; by 1790, five years after the founding of *The Times*, the number had increased to 12,600.

The Post Office retained a virtual monopoly of newspaper distribution until the advent of the railways, which by the 1840s were offering to carry bulk newspapers for half a copy regardless of weight. By the 1860s there had also appeared on the scene a bookseller named W. H. Smith, who more than a century later is still doing what once was done by postboys on broken nags.

Alan Hamilton



Years apart: The letters that were once sorted by hand, left, now go through a machine at 16,000 an hour.

The key code that delivers the goods

More than 60 per cent of the 10 billion letters and parcels handled each year by the Post Office will be sorted in highly mechanized offices by the end of the year, marking the latest milestone in the corporation's modernization programme.

For several years the move toward mechanized sorting offices was baulked by disagreements with the unions. But the final blockage was removed last month when the Union of Communication Workers accepted by a ballot vote, a wide-ranging business efficiency deal.

This gives agreement in principle to changes in working practice and co-operation with further use of new technology in mail handling. Corporation engineers have already developed the prototype of a machine which will sort letters at the rate of 35,000 an hour, compared with the 8,000-20,000 possible with current technology.

The technology is changing continually and with the growing use of the postcode, the use of sophisticated machinery becomes more important if the Post Office is to carry through its twin aims of holding down postal charges while increasing the reliability and quality of the letter service.

Bill Cockburn, the board member for Royal Mail operations, said: "Traditionally, methods of sorting letters are highly labour intensive. For every 17p stamp about 13p is spent on labour, including manual sorting. The savings from mechanization are already helping to keep prices down."

When the mechanization programme is completed those savings will amount to about 10 million man hours a year or £30 million. The £100 million investment in mechanization will see automated sorting in 81 of the largest of the corporation's 450 sorting offices. The final 13 in the programme are due to come into operation by the end of the year.

Before mechanization there were 1,200 sorting offices where the mail was sorted manually. It had been estimated that seven pairs of hands processed each piece of mail while the role of the sorter in the large offices has become much more one of supervising the machines that do most of the work.

When a letter arrives in a sorting office it is first streamed so that it is facing the right way and of the correct size to be handled by coding machinery. It then passes to the coding desk where staff read the postcode and type blue phosphor dots on the envelope which the sorting machine can "read" to

ensure that it is despatched to the right part of the country.

Arrival in the small local sorting office will mean that final sorting into the individual postman's walk will probably be done by hand. But the latest machine in use, known as optical character recognition (OCR) can each hour handle 35,000 envelopes carrying printed addresses. It can "read" postcodes and is programmed to correct wrong codes before

machine, known as E40, in addition to it improving the quality and speed of the domestic service.

But while the machinery available and use of new systems is important to the Post Office's success, critical to the future of the mechanization programme was the business efficiency deal with the unions which cleared the way for the use of new technology in its various forms and approved significant changes in working practices that had existed for decades.

The management decided to risk a confrontation with the Union of Communication Workers because it felt they could no longer put off changes in the pattern of overtime working to smooth out bottlenecks in mail handling, particularly on Friday evenings.

The result is an agreement that allows the corporation to introduce 20,000 part-time workers to sorting offices to even out the peaks and troughs in the flow of mail and to launch a new scheme of "contracted" overtime.

There has been a high level of overtime in the Post Office for many years as workers sought to increase their low basic pay. In return for changes in the working practices and the lifting

of the embargo on new technology, workers will receive £100 million of the consequential savings while the corporation takes £80 million. That will be paid to the staff in the form of weekly productivity bonuses from £8 to £14.

Much of the big investment programme would be wasted, however, if the public could not be persuaded to use the postcode.

The code - the corporation is spending £5 million on publicizing and offering special arrangements to businesses to encourage its use - is the most sophisticated in the world and is now being copied by other countries. Unlike the zip code in the United States, the British postcode can take a letter to the correct street.

It consists of two parts, outward and inward. The outward code, the first two letters and a number, makes up the area code and district number and is used to send the letter to the local office from where it will be delivered. The second and inward part of the code, made up of a sector and two letters, is used to sort the mail into the postman's walk.

Each postcode represents a street, part of a street or even a single address.

DF

Mechanization is already helping to keep the cost of labour down

putting on to the envelope the phosphor dots for subsequent sorting.

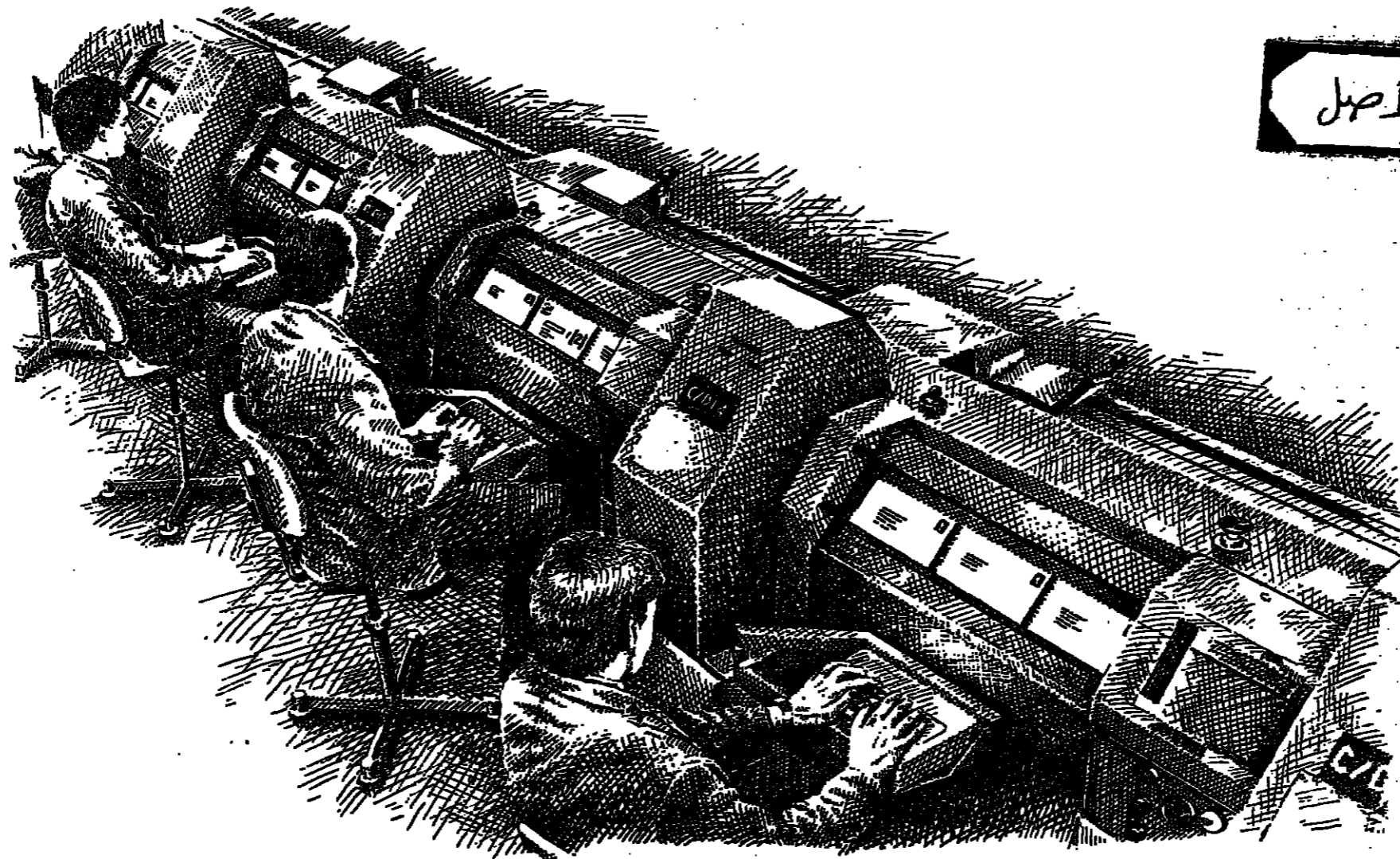
The prototype OCR, manufactured in West Germany and modified by Post Office engineers, is in use at the Mount Pleasant sorting office in London. Up to 20 machines are planned to go into offices which carry large amounts of printed business mail regularly.

The next generation of sorting machine has now been developed by the corporation's research and development staff which increases the present 20,000 letters an hour maximum capacity to nearer 35,000. The prototype is working on tests and the Post Office hopes there will be export sales for the

confrontation with the Union of Communication Workers because it felt they could no longer put off changes in the pattern of overtime working to smooth out bottlenecks in mail handling, particularly on Friday evenings.

The result is an agreement that allows the corporation to introduce 20,000 part-time workers to sorting offices to even out the peaks and troughs in the flow of mail and to launch a new scheme of "contracted" overtime.

There has been a high level of overtime in the Post Office for many years as workers sought to increase their low basic pay. In return for changes in the working practices and the lifting



Royal Mail sorting office coding desks.

Over 10 million DRG envelopes pass this way every day.

DRG Envelopes is the largest envelope manufacturer in the UK with the largest range of stock envelopes, including such well-known brands as *Croxley Script* and *Hamilla*.

Yet that accounts for only half our current business. The other 50% comes from custom envelopes - made to our customers' own design specifications.

Whether stock or custom envelopes, all are made to the highest standard of quality at our two production sites. Using, as you'd expect, some of the most modern production and printing equipment.

Our delivery fleet distributes stock envelopes from seven branches, making them readily available nationwide.

Custom-made envelopes go direct to the customer's front door, or are delivered on his behalf to multiple addresses.

Our resources, consistent quality and reliability are what makes the Major Banks and Financial Institutions, Public Utilities and HMSO choose DRG Envelopes. And it's our modern technology and inherent flexibility that have attracted and retained the custom of Direct Mail and Mail Order companies, the National Charities and other Blue-Chip companies.



You can see why the Royal Mail handles more envelope from DRG than from anybody else.

FOCUS

ROYAL MAIL/9

Britain trains the world, by popular demand

From Colombia to Qatar, New Zealand to Norway, the Post Office has found an overseas market for its expertise commensurate with its domestic achievements. Such are the prestige and authority conferred not only by history but also by the continuing accomplishment of moving almost 40 million letters and 600,000 parcels every working day - with daily delivery to more than 20 million addresses in Britain alone - that other postal administrations naturally turn to Britain for professional advice and practical help.

The British Postal Consultancy Service was therefore created in 1965 by a popular demand. Since then it has carried out about 70 projects in 35 countries.

Any potential "shopping list" drawn up by foreign clients would make interesting reading.

Britain can offer one of the world's most advanced postal coding systems, with a network of mechanized sorting offices using equipment and machinery flexible enough to meet increased volume for years to come.

A consultancy project begins with an inquiry from a foreign client, who is then visited by one or more consultants for an assessment of the current postal service. Recommendations are prepared in Britain and implemented on site by specialist staff. New equipment, if needed, is acquired under consultancy supervision through international tendering procedures.

The consultancy involvement continues in checking the equipment on arrival and helping to train staff in operation and maintenance. Financial help through aid or loan programmes is available; the consultancy is registered with all the main funding agencies. The service is offered on a professional fee-earning basis, receiving no subsidy or grant from government or industry. Independence, loyalty to the client, and genuinely unbiased advice are thereby guaranteed.

Whether the object is to improve existing services or to plan and implement new ones, the approach is the same and the service is comprehensive, from consultancy stage to buying and installing the last piece of equipment or the



Moving mail by air, road and rail: Seventy per cent of all mail goes by train and 27,000 vehicles a day and 55 special flights each night in a nationwide network deliver 42 million letters and parcels every working day

smallest item in the office supply catalogue. Even if buying is the only objective, the Post Office, from its supplies depot at Swindon, regularly exports hundreds of thousands of pounds worth of goods through the consultancy, from drop-bagging-frames to rubber bands. The Post Office can buy competitively in bulk because of its own vast requirements. It can guarantee prices allowing for exchange rate fluctuations - and can supply quickly.

The Post Office can guarantee prices

A recent export to the Caribbean was achieved in 12 weeks - including four weeks' transit time. Moreover, it is often faster and easier to buy British than to go to tender locally.

Where more sophisticated hardware is required the consultancy maintains close contacts with leading manufacturers. It constantly evaluates the performance of new systems and new technology and can advise on specific areas from Girobank service to accounting, training on individual study courses, forecasting of postal needs for up to 20 years, marketing of services, and security of mails.

Recent projects include postal mechanization in Thailand

and Qatar, a new general post office in Barbados and initial study for a new parcel sorting centre in Auckland, New Zealand. The most ambitious project, the creation of a new postal complex, comprises 12 planning stages.

Initial feasibility studies focusing on traffic forecasts, population growth and economic trends, are translated into a schedule of requirements: accommodation and equipment. The office is planned and laid out and an architect's brief is prepared, as soon as the architect's design is completed, the mechanization specification is drawn up for inviting tenders.

The appointed supplier designs the system and construction and installation begin. The commissioning stage involves tests of equipment and building to ensure that specifications have been observed.

The final stages involve defining and recruiting the necessary staff, training, and ensuring that maintenance schedules and spare part availability are adequate.

The British Postal Consultancy Service, Post Office Headquarters, 22/25 Finsbury Square, London EC2A 1PH. Telex 8887 46 (PO PHQ G), tel: 01-432 1372.

Tony Samstag

Bulk order by rail

The railways have always been the prime mover of Britain's letters and parcels and, despite the ups and downs of the relationship between the Post Office and British Rail, more than half of all mail is still carried by rail.

Strikes on the railways in recent years have caused much heart searching by the Post Office and some traffic has been switched to road and air. But Bill Cockburn, board member for Royal Mail operations, said the Post Office will remain one of BR's best customers.

"We have a much more robust commercial relationship with BR these days," he said. "It is much less cosy than in the past; we have regular frank discussions at regional and board level."

The Post Office contract with BR allows up to 30 per cent of the mail delivered by train to be switched to other forms of transport without penalty to the Post Office, a flexibility the corporation would be loath to abandon.

Under the contract, the Post Office pays BR to run its fleet of sorting carriages and to operate them at times that fit in with postal schedules. These 41 travelling post offices (TPOs), including five exclusive mail trains, have a staff of 650 and comprise 95 sorting carriages and 49 storage vehicles.

They travel 5.4 million miles a year - a far cry from the converted horse box of 1838 which pioneered the TPO on the Grand Junction Railway between Birmingham and Liverpool.

Now, the dawn night services from London take letters posted in the South East and East Anglia in time for first delivery in other parts of England, Wales and, hopefully, Scotland.

The equivalent up services are timed to connect with first delivery in London districts and other places. Cross-country TPOs link other major cities.

The troubleshooters

The Post Office has recruited a 50-strong army of transport troubleshooters recently - network inspectors whose task is to weed out the gremlins that disrupt the distribution of the nation's mail.

The inspectors have been charged by Bill Cockburn, board member for Royal Mail Operations, with travelling on all the main Post Office transport arteries and reporting to him how the system can be improved.

The network inspectors represent just one idea in the Post Office's continuing efforts to refine its transport operations against a background of growing numbers of letters and parcels and of shifting patterns of demand of Post Office services.

"Reshaping of the transport system is a key part of our central aim to achieve greater reliability of delivery. We are determined to improve the quality of the postal service," Mr Cockburn said.

The Post Office's domestic network of interlinking road, rail and air services, finishing with the trusty footlogging postman, is complicated and vast. One small break in the chain can often make the difference between a first class letter arriving the next day or being delayed for several days.

"The system has been built up over many years", said Mr Cockburn. "It was designed initially by our grandfathers' grandfathers and we are now coming up against new and different pressures."

Now, by striving to make the systems more flexible and more responsive to sudden difficulties, Mr Cockburn's hopes for a better service and one that produces fewer irate customers.

Much of the operation, frustratingly, is beyond his immediate control. The Post Office spends £170 million a year on contract transport, with two thirds of all letters and half of the parcels conveyed by British Rail, air and ferry companies.

"Forty million items hit us every day, and increasingly we need to simplify the transport process and that means fewer links in the chain." Overall, however, Mr Cockburn is confident that Britain's distribution of mail can now match the best anywhere in the world.

"We have a tendency in this country to complain, but our Post Office performance and price compares extremely well with others. And we are among the few postal systems in the world to make a profit", he said.

ET

First step on the road

All of the million of letters and packets that are dropped into the nation's post boxes each day begin their journeys by road. The Post Office maintains a fleet of 28,000 vehicles, one of the largest in Britain, and spends £130 million a year buying vehicles, servicing them and buying fuel.

Much of the fleet comprises light vehicles from bicycles and models to the bright red delivery vans, because half of the 40 million items handled every day travels no further than the Post Office region in which it was posted - 30 per cent of all mail is for local delivery.

The 50 cu ft van is the most common of all Post Office

vehicles, with 12,000 in the fleet and a further 6,000, 150 cu ft vans. In total, Post Office vehicles cover 300 million miles a year and are maintained by a staff of more than 3,000 at 330 workshops. Under the Post Office's new efficiency deal about 30 per cent of these people could lose their jobs in a major cost cutting exercise over the next few years.

The constant review of Post Office transport systems has led to a series of trials of electric vans for local deliveries. Current estimates are that a major switch to electric could save £1.5 million a year on fuel. While the purchase price is higher than for a diesel van, electric cost only 2p a mile to run against 6p a mile for the diesel.

Experiments with electric vehicles have been conducted by the Post Office since the turn of the century. But it is only since the recent technical advances such as the Lucas Chloride system that they have become practicable.

But the most likely new development now is the substitution of diesel for petrol powered vans. In February, the Post Office placed the UK's first major order for light diesel vans - a £9.6 million contract for 2,000 Ford Escort vans.

Overall, the Post Office reckons its smaller vehicles have a life span of six or seven years, rising to 10 years for the bigger trucks. They are then sold by auction.

ET

Two million letters in the night air

The growth of Britain's internal air mail service has been phenomenal. In six years the operation has been built up from scratch to today's position where 2 million first class letters a day are carried by air.

An investment of £11 million a year is made in the air service which involves the hire of charter aircraft covering 10,000 miles every night. While the nation sleeps, one in eight of all top priority letters is being flown to its destination.

The growing use of air mail has been the result largely of contraction of rail services particularly to the more remote areas and of British Rail's reduction of late night services. Equally important is the fact that charter aircraft are much less likely to be disrupted by industrial action.

Air mail also allows the Post Office to deliver letters that previously would have been posted too late to meet transport deadlines and to meet the claims made for premium services such as Datapost.

About 25 aircraft are used every night and the distribution system is a hub-and-spoke network based on Speke Airport near Liverpool and East Midlands Airport near Derby.

The Speke operation handles about 1 million letters a night, ferried in by aircraft from 14 regional centres in Northern Ireland, Scotland, the North East, Wales and the South West.

At the East Midlands airport planes with mail from Scotland, East Anglia, the South East and South West arrive each night to

connect with trains at Derby railway station and van services to towns in the area.

Charter flights carry about 500,000 letters each night on the Edinburgh route and between Gatwick, Liverpool and Belfast.

The advent of greater competition in the movement of urgent letters and packages has forced the Post Office to expand its Datapost service into air carriage and to be less dependent upon the railways. Seven aircraft are now under charter to carry Datapost mail, with Luton as the base.

There is also a Luton-to-Rotterdam aircraft which interchanges with other services to provide next-day delivery to the Netherlands, Sweden, Belgium and France.

ET

FOR THE VERY FIRST TIME, BIRTHDAY CONGRATULATIONS THAT THE ROYAL MAIL DON'T HAVE TO PASS ON TO SOMEONE ELSE



McCann-Erickson congratulate The Royal Mail on 350 years of service.

McCann-Erickson Advertising, McCann-Erickson House, 36 Howland Street, London W1A 1AT

Midland Dynamo

of Leicester.

Specialist electrical controls engineers to Postal Authorities at home and overseas. Control systems in Bulk Mail Offices - Power Switching in Computer-based High Technology Offices. Suppliers to the Post Office on Capital Projects, Refurbishments, Maintenance and Training.

Suppliers to overseas administrators through British Postal Consultancy Services - Hong Kong; Kuala Lumpur; Doha.

Midland Dynamo Group, Garden Street, Leicester LE1 3TH. 0533 50154. Telex: 342489

Midland Dynamo MD

Plug into Direct Marketing with.....



- ★ Direct Mail & Marketing
- ★ Fulfilment
- ★ Computer List Management
- ★ Inserting, Packing, Discount Mailing
- ★ Envelopes - Polythene & Paper
- ★ Magazine, Book & Newspaper Despatch
- ★ National & Overseas Distribution

ADMS Limited, Portishead, Bristol. Tel: 0272 842487

Send me brochure & details today.

Name..... Company.....

Address.....

FREEPOST, P.O. Box 1, Portishead, Bristol, BS20 9RR

THE UK EDUCATIONAL MAILING CENTRE

Specialists in educational direct mail since 1947

SGP

Darby House, Redhill, Surrey RH1 3DN

Telephone: Merstham (073 74) 2223

Telex: 291084 SGP G

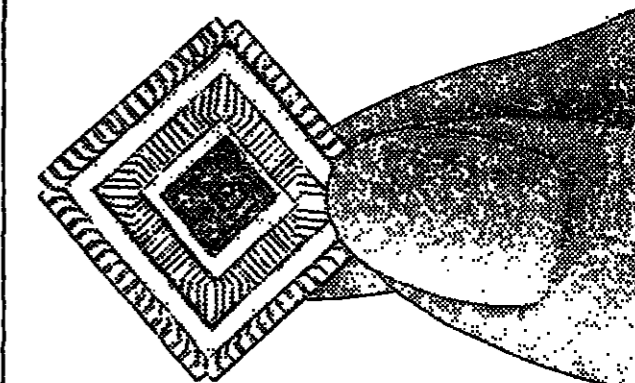
CARRONADE

ENGINEERING CO. (FALKIRK) LTD.

POST OFFICE APPROVED SUPPLIER OF LETTER POST BOXES

P.O. Box 32, Carron, Falkirk FK2 8DW, Central Region, Scotland

Tel: 0224-35802



Surprised?

NCR have taken the electronics previously contained on ten printed circuit boards and put them on a single chip.

This 32-bit chip is one of a set at the heart of our 9300/9400 computers. It increases their computing speed, lowers their price, enhances their reliability and reduces their size. Systems International says it's "undoubtedly the most exciting 32-bit chip set around".

The chip has so simplified our computers that they will operate in any normal office environment and have no need of a special power supply.

Which organisations as diverse as district councils, banks, machinery manufacturers and colleges of further education have all discovered. Keeping track of housing rents, payroll and housing benefits... running a Eurobond Dealing and settlement system... manufacturing and financial control... teaching programming and word processing.

It's this kind of flexibility that makes NCR 9300/9400

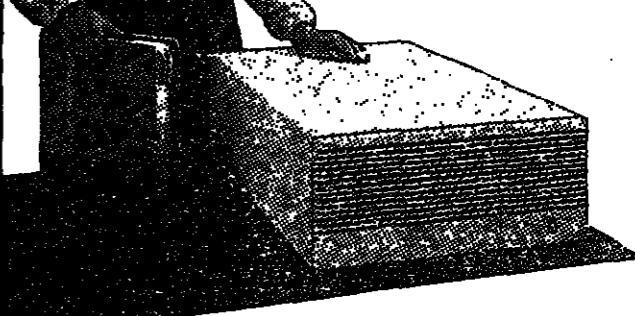
computers ideal for a wide range of uses by small to medium businesses or branches of large companies.

They can support up to 80 terminals and are themselves supported by an extensive national network of field engineers,

backed by the latest electronic aids.

NCR 9300/9400 computers can improve your efficiency in a thousand different ways.

That's hardly surprising. They're made by NCR.



NCR

INNOVATIVE COMPUTER TECHNOLOGY

YOU CAN EXPECT IT FROM NCR

NCR Limited, 206 Marylebone Road, London NW1 6LY.

To: Information Centre, NCR Limited, 206 Marylebone Road, London NW1 6LY. Telephone: 01-724 4050.

NCR Computer systems cover a wide range of business applications. Please tick the business area that you are in and we will send you full details of the relevant NCR systems.

Retail Wholesale Construction Manufacturing Local/Central Government Banking Insurance Distribution Other

Name.....

Title.....

Company.....

Address.....

Telephone.....

History of art on an envelope



In 1839 the Treasury was preparing for Rowland Hill's revolutionary Uniform Penny Postage scheme through which all letters weighing up to 1/2 oz would cost only one penny for any destination within the British Isles.

This replaced the system which charged letters according to the number of sheets of paper on which they were written and the distance they had to travel.

In the absence of envelopes, letters were folded and sealed with wax so that postal clerks could count the number of pages from the edges and the distance could be calculated. Finally, it was customary for the addressee to pay the postage on delivery of the letter.

Mr Hill's scheme was based on pre-payment, thus dispensing with the cumbersome records needed to keep trace of individual letters until payment was made. The Treasury invited the public to submit ideas on how pre-payment might be easily ensured. More than 2,600 ideas and designs poured in.

None of them was completely satisfactory and, eventually, Rowland Hill and the printers, Perkins Bacon & Peich, adapted some of the ideas and came up with the world's first adhesive postage stamp, the beautifully engraved Penny Black. That was in 1840.

The monarch's head continued to dominate British stamp designs until the issue of the high value "Seahorses" stamps of 1913, the king's head being contained in an oval frame occupying about a quarter of the stamp.

The next break with tradition were the British Empire Exhibition (Wembley) stamps of 1924 when a boldly drawn lion dominated the design.

Stamp designers had an easy passage until the early 1960s when pictorial commemorative

issues began to appear more frequently, especially from 1964 when the guidelines governing reasons for issuing special stamps were broadened by the then Postmaster-General, Anthony Wedgwood Benn.

In addition to the royal and postal anniversaries and occasions and events of national or international importance - the latter if taking place within Great Britain, the 1948 Olympic Games for example - the new rules allowed for stamps reflecting the British contribution to world affairs, including the arts and sciences.

By 1966, the criteria had been further broadened to allow for issues "reflecting our national cultural and scientific heritage and achievements".

The outcome can be seen in the themes which recur among several non-commemorative pictorial issues. In the sphere of British architecture alone there have been stamps featuring our cathedrals, rural cottages from the four parts of the kingdom, English village churches of distinctive local styles of architecture and "heritage" buildings

such as St. George's Chapel at Windsor, the Royal Observatory at Greenwich, The Rows in Chester, Charlotte Square in Edinburgh and London's South Bank National Theatre.

There have been historic royal residences ranging from the Tower of London to Holyroodhouse, Caernarvon Castle and Hampton Court. These brush shoulders in the stamp album with examples of post-war architecture of university buildings in Aberystwyth, Southampton, Leicester and the University of Essex.

British natural history, fauna and flora, technological achievements, pioneer social reforms, etc, add variety and interest to a continuing output of British stamps. Folklore and legends have provided many charming stamp designs and on September 3 there will be an issue to mark the 500th anniversary of the printing *Le Morte D'Arthur*, Sir Thomas Malory's classic story of King Arthur and the knights of the round table.

A Stamp Advisory Committee

helps the Post Office to decide on its stamp issuing programme. Members include designers, an MP from either side of the House, two well-known philatelists, two women with wide public contacts, the Post Office's own design adviser and a representative of the printers to advise on technical matters.

The Post Office provides a chairman (from the marketing department) and a secretary. The Department of Trade and Industry (which speaks for the Post Office in Parliament) sends an observer.

The committee considers at least 200 suggestions every year for stamps to mark anniversaries and events of all kinds. Research by the Post Office provides some ideas and members of the public try to lobby for many good and less good causes.

From a short list of about 20 possible a final selection of seven issues is made, each year and those generally include major events such as the Commonwealth Games, when held in Great Britain, and

important 50th, 100th or similar anniversaries. One issue is reserved for Christmas.

The subject selects itself but the interpretation gives designers their biggest headache in the attempt to be novel year after year.

Up to three artists/designers are invited to submit designs for each issue unless there is a known outstanding artist in a particular field, such as Patrick Oxenham, whose delightful wild life stamps of 1977 could not have been bettered. Planning for stamp issues of 1986 would have begun sometime in 1984.

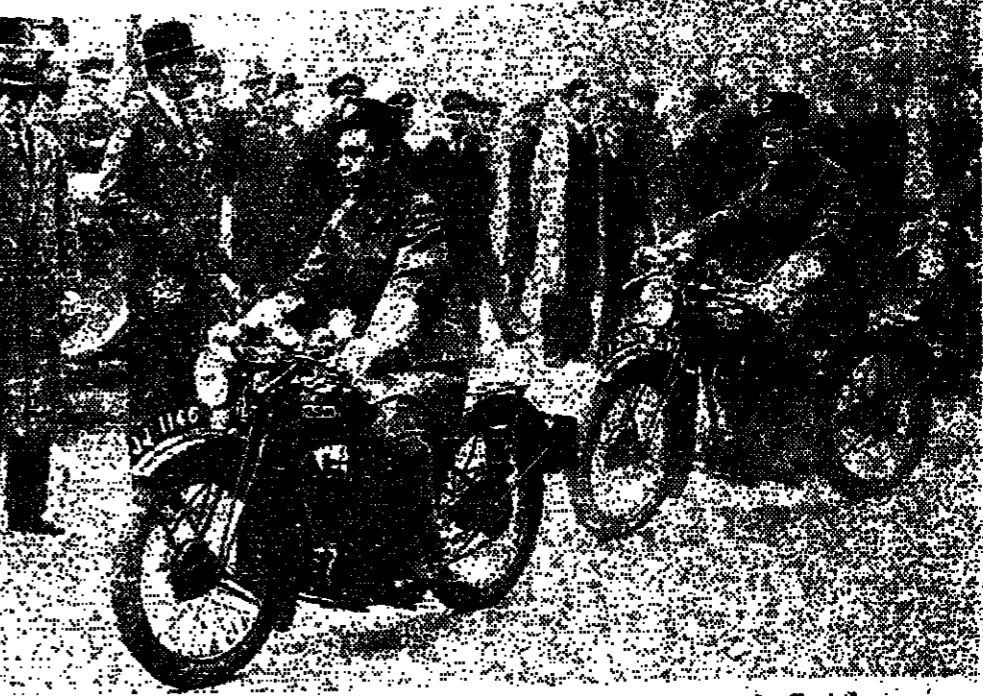
When the committee has considered the various designs a choice is made and submitted to the Queen for her approval.

A carefully scheduled printing timetable is drawn up for the year and the finished stamps have to be distributed to more than 20,000 post offices in time to allow simultaneous release. It is a complicated process which allows little margin for mistake.

Commemorative and special stamps are not issued for fun. The production costs are considerable and the public only buys them for use as it would the everyday Queen's head stamps. It is stamp collectors who come to the rescue.

In 1964 the P.O. Philatelic Bureau was established to serve the stamp market, wholesale and retail - the latter by standing order for all new issues. The bureau now serves more than 250,000 regular customers worldwide.

Although small against the total P.O. turnover in stamps, the bureau's sales are a valuable source of revenue, especially as a large proportion of the stamps are never used for postal purposes but go straight into collectors' albums in mint condition.



March 1933: Post Office messengers become mechanized for the first time

The postman's knock

This year is the 350th anniversary of the public postal service. Historical milestones include:

1638: A postal service for the public is introduced by Charles I. Postage is calculated according to the number of sheets in a letter and the distance it is to be sent.

For example, a single sheet to be carried 80 miles - 2d. Postage to be paid by the person receiving a letter.

1660: Parliament establishes the General Post Office.

1784: First mail-coach service - between London and Bristol via Bath.

1830: Post Office uses the new Manchester and Liverpool Railway for the first railborne mail in the world.

1840: Rowland Hill introduces his reforms. Rates are calculated on weight and the new nationwide minimum is a penny pre-payable by the sender, giving rise to the Penny Black stamp.

(Within the next 15 years, posting boxes are set up at roadsides to save the cost of running a letter receiving office, and householders are urged to provide slits in street doors to save letter carriers having to knock and await reply.)

1870: Halfpenny postcards become a cheap alternative to letters.

1883: Parcel post is born. Before this people had to rely on private carriers.

1911: World's first scheduled airmail service. Planes carry special "Aerial Post" between Hendon and Windsor as part of the Coronation celebration of King George V.

1919: First regular international air mail service begun between London and Paris. The Post Office's own fleet of 48 engineering and postal vehicles takes to the road.

1929: First through airmail service to India begins from Croydon.

1934: Inauguration of a regular airmail service to Australia.

1942: Introduction of pre-stamped air letter.

1959: Postcodes - a help to machine sorting - are introduced in Norwich for public familiarization. The sorting machines are installed six years later.

1966: Coding of the UK begins at Croydon using an improved format Postcode evolved from the Norwich experiments.

1968: The "two tier" letter service is launched. The Prime Minister opens the National Giro - the Post Office's new banking service - with headquarters at Bootle, Lancashire.

1969: Change of status of the Post Office: ceases to be a Government department and becomes, instead, a nationalized industry.

1972: Datapost service introduced.

1974: Postcoding of all 22 million addresses in the UK completed with the recording of "Norwich using the new format."

1975: Metrication of postal weights and measures completed.

1978: National Giro changes its name to National Girobank to reflect its wide range of banking services.

1980: Interpost is launched - the world's first public international facsimile service.

1981: The Post Office separated from British Telecom communications with effect from October 1.

1981: Electronic Post launched.

1983: National Girobank becomes a clearing bank.

1985: National Girobank begins installing cash dispenser machines outside post offices.

1985: Scheduled completion of the programme of 80 mechanized letter offices at strategic centres throughout the country.

1985: The start of Datapost's Super Service which streamlines Post Office Courier services by computer.

1985: The start of Datapost's Super Service which streamlines Post Office Courier services by computer.

THE TIMES

JANUARY 10 1840

[THE PENNY POSTAGE]

The new postage comes into operation this day. From a notice issued by the Post-office yesterday it appears that the boxes at the receiving houses in London will close for the reception of letters at 8 o'clock. Letters may, however, be posted at the branch offices, Charing-cross, Old Cavendish-street, and the Borough, until a quarter to 6; and at the branch office in Lombard-street, and the Post-office in St Martin's-le-Grand until 6 o'clock. After that hour they will be received until 7 o'clock at the latter place, on payment of an additional penny, and until half-past 7, on a payment of a fee of

THE TIMES

JANUARY 14 1840

[COMMENCEMENT OF THE PENNY POSTAGE]

The number of letters despatched by the mails from the metropolis on Friday was much greater than had been expected; it amounted to 142,000, the daily average for January, 1839, having been about 30,000 daily. Of this

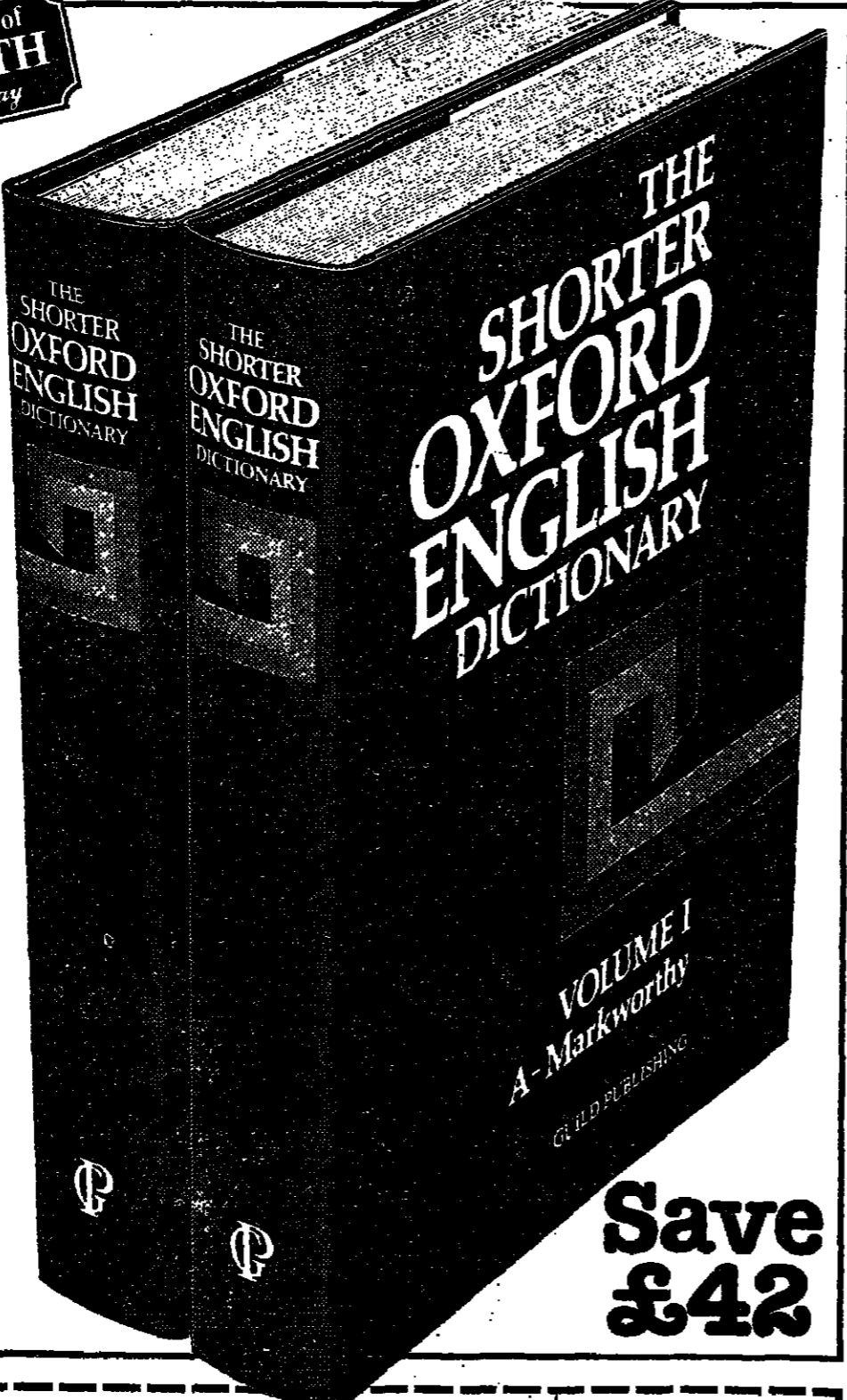
large number of letters, 13,000 or 14,000 only were unpaid. The number brought into London by the morning mails of Saturday was nearly 80,000, a large portion of which, as all from Ireland and Scotland, and the remote parts of England, would of course be at the fourpenny rate.

The Postmaster-General has sent orders that the post-offices throughout the kingdom should close at a much earlier hour after this day (Friday). In consequence of the greater time required to sort the letters under the penny-post delivery. - *Lincoln Chronicle*.

PREPAY YOUR LETTERS. - Many gentlemen have determined not to take in, but to return to the post-office, every letter brought to them by a post-man; the postage of which has not been paid. The example will no doubt be generally followed, and compel the universal prepayment.

Kenneth F. Chapman
Philatelic Correspondent

Published at £50 YOURS FOR £7.99 +p.&p.*



- ★ 163,000 entries.
- ★ 2,672 pages.
- ★ Each 11" x 8 1/4".
- ★ Full-size readable type.

'SHORTER' MEANS BIGGER

The original 'Oxford English Dictionary' runs to thirteen large volumes. If you feel diffident about giving it shelf space, then this Shorter, two-volume edition is made to measure for you.

It's the quintessence of the parent work. But with 163,000 entries it is far bigger than most dictionaries on sale today. (Can you find *parrock* or *tap-lash* in your current dictionary?)

You'll also discover it contains far more illustrative quotations than other dictionaries - chosen from 1,523 authors. And there's a whole host of new words to bring it right up to date. From *byte* to *uptight* ... from *biodegradable* to *xerographic*.

Normally published at £50, this magnificent two-volume Dictionary is yours for only £7.99, plus p. & p., as your introduction to the many bargains ahead in The Literary Guild.

Then save, save, save ... on the books everyone's talking about.

As a member you'll continue to save pounds on today's best books. At least 25% OFF publishers' prices - sometimes as much as 50% OFF. The latest fiction. Humour. Children's books. Cookery books. Superbly illustrated reference books. And books of top TV series. All of them full-length, hardback editions.

You won't have to wait for these new books - you'll be offered the latest titles as soon as they're published. We are able to offer these hot-off-the-press books at such great savings because we negotiate with all the leading publishers and buy very large quantities at reduced costs. There's no difference in quality, of course - just £££s lopped off the publishers' prices.

You do NOT have to take a book every month. All we ask is that you choose just four books, from the many hundreds offered, in your free monthly magazines during your first year. After that, you are free to choose as many or as few as you wish. All of them at great savings.

It's high time you started buying your books this economical way. Ask to see this superb two-volume Dictionary right now. But please send no money with the coupon. If you are not delighted, just send the Dictionary back and owe us nothing.

Your only commitment ... is to choose just four books from the hundreds you'll be offered during your first year's membership.

... and your assurance.

Should you ever have any cause for complaint about the Club's goods or services, you are invited to write direct to Book Club Associates, P.O. Box 199, Swindon SN3 4PX.

Which spelling is correct?

- 1 abattoir/abbatoir
- 2 accommodate/accomodate
- 3 braggodocio/bragadoccio
- 4 desiccate/dessicate
- 5 pavilion/pavillion

ANSWER

To: The Literary Guild, P.O. Box 199, Swindon SN3 4PX.

1

Please accept my application and enrol me as a member of The Literary Guild and send me the two-volume Shorter Oxford English Dictionary. If I decide to keep it you will charge me only £7.99, plus £2.50 post and packing. If I am not completely satisfied I may return both volumes within ten days, my membership will be cancelled and I will owe nothing.

As a member I do not need to take a book every month. If I want another book instead of the Book of the Month (or if I want no book at all), I can say so on a form provided. I will, however, choose at least four books in the first year. All books are described in advance in the free monthly "Literary Guild Review" and offered at 25% to 50% off the publishers' prices (plus post and packing). I am over 18 years of age.

Mr/Ms/Miss BLOCK LETTERS

Address _____

Postcode _____

Membership of this club limited to one per household. TT502 Overseas send for details.

SEND NO MONEY WITH THIS COUPON

The Literary Guild
Britain's No.1 book club
P.O. Box 199, Swindon, SN3 4PX.

Congratulations to the Post Office on their 350th Anniversary from the

GREETING CARD AND CALENDAR ASSOCIATION

6 Wimpole Street, London W1M 2AS
Tel 637 7692

Almost As Much Mail Handling Skill As The Post Office

Geo. Robson designed and built its first mail handling equipment for the Post Office in 1920. Sixty-five years on our equipment, albeit far more sophisticated, is still at the centre of Post Office operations.

Our latest installation is a £3 million parcel sorting and conveying system for the Post Office's new parcel concentration office at Reading.

Decidedly hi-tech, the computer-based system handles all in-coming parcels and features a wide variety of equipment custom-designed for postal applications.

Our postal expertise is renowned worldwide. It's been used in post offices in Barbados, Hong Kong and the Middle East.

After 65 years 'in the post' there isn't a lot we don't know about handling mail.

ROBSON

Geo. Robson & Co (Conveyors) Ltd - Coleford Road - Sheffield S9 3PA
Tel: 0742 444221 Telex: 547264

DMS & THE ROYAL MAIL THE COMPLETE MAILING PACKAGE

The DMS Group currently handle and despatch in excess of 25,000 tonnes of mail for their clients - using the Royal Mail service, naturally.

Royal Mail 1st Class. For all those requiring urgent delivery of printed literature.

Royal Mail 2nd Class Rebate. The ideal service for those seeking cash savings enabling them to stretch their budget further.

Royal Mail Parcels Service. The DMS group are currently packing and despatching some 25,000 parcels per annum. Royal Mail offer the most diverse network of parcel delivery in the UK.

Royal Mail 2nd Class. A service for those in not such a hurry.

Royal Mail Overseas. Using Accelerated Surface Post and Bulk Air Mail services the DMS Group are able to offer very attractive mailing packages to their international clients. With two processing facilities close to Gatwick and Heathrow DMS handle a vast amount of overseas mail - one of our hidden dollar earners!

As you can see, the ROYAL MAIL service is very important to the DMS Group. When made part of a complete mailing and below the line advertising package, coupled with two extensive production units housing a wealth of sophisticated equipment the DMS Group is enjoying rapid growth.

For a corporate brochure please ring 0444.414041, Telex 877537, or write:

DMS
Distribution & Media Sales (UK) Ltd.
30 Bridge Road, Haywards Heath, West Sussex, RA9 6TY.
London - Amsterdam - New York

July 24 1985